truck industry news

Compucheck called industry's most comprehensive diesel-coverage program

Cummins unveils protection plan

By Jack Walsh
Truck Editor

ANAHEIM, Calif.—Cummins Engine Co. has introduced what it calls the trucking industry's most comprehensive engine-coverage program — the Compucheck Protection Plan.

Dave Lynch, general manager, automotive dealer marketing, said Compucheck, the firm's new computerized engine-diagnostic system, and the protection plan will help reduce engine-operating costs, minimize repair time and provide higher resale value.

"Currently, there are nearly 35 Compucheck units in operation in Cummins distributorships in North America, and we expect to have more than 75 installed by the end of September," he said at a press conference here.

Cummins' strategy, he noted, is "to cover all the main trucking arteries by pushing the technology into the industry through our distributor network this year. Next year Compucheck will be available to the rest of the Cummins service network."

The result of a 10-year design and development program, Lynch said, the microprocessor-based Compucheck system measures engine pressures, temperatures and speeds without removing the engine from the truck.

• "We are convinced that truckers who follow a regular preventive maintenance schedule including Compucheck inspections can expect reduced engine-operating costs," Lynch said.

The plan was developed principally for independent truckers and small fleets, he added.

The Compucheck Protection Plan is available to buyers of Cummins NTC-400, NTCC-400 or Formula 400 engines in new trucks. The plan will be expanded in 1985 to other Cummins diesels, Lynch said.

He explained that for $550, selected engine components will be covered for four years or 400,000 miles, provided the owner has the engine Compucheck-inspected every 80,000 miles, follows the maintenance schedule in the Cummins operation and maintenance manual, and has all covered repairs made at Cummins distributors or dealers.

Lynch said field testing conducted at four Cummins distributors has shown that the

Continued on Page 24, Col. 3

Registrations move up in all market segments

Two-month and February registrations of new trucks of all types in the U.S. were up dramatically from a year ago, with increases in all three market segments and all eight weight classifications.

Through February, registrations totaled 584,758 units, according to R.L. Polk & Co. statistics, a gain of 60 percent over the year-earlier 365,407. February tallies were up 71.2 percent, from 176,611 a year ago to 302,360.

GVW Table on Page 44.

New York and Oklahoma figures for 1984 were compiled from manufacturers' sales records. No registrations were available for Oklahoma in 1983.

Light-truck tallies in the first two months totaled 553,512 units and accounted for 94.7 percent of the industry total. They were 61.4 percent higher than last year's 342,867.

The medium-truck count through February was 6,855, a gain of 12.4 percent over the year-ago 6,100. Heavy trucks were up 48.4 percent to 12,246 units, compared with 7,624 in the first two months of 1983.

• There were 312,380 Group 1 tallies through February, an increase of 62 percent over the year-earlier 192,833. The Group 2 count was up 57.5 percent to 235,805 units, compared with 149,741 last year. There were 5,327 Group 3 units, versus only 293 a year ago.

Groups 4 and 5 also recorded impressive gains. The Group 4 total was 101 in the first two months of 1984, compared with 53 a year earlier. Group 5 had 345 tallies, as against 114 last year.

Group 6, the only class to

Continued on Page 36, Col. 4

U.S. HEAVY-DUTY REGISTRATIONS

TWO MONTHS, 1984 VS. 1983★

Make	2 mos., 1984	Percent Share of '84 market	2 mos., 1983	Percent Share of '83 market	Pct. pt. Change '84-'83
International	5,464	22.40	3,995	24.30	− 1.90
Ford	4,600	18.86	3,973	24.17	− 5.31
GMC	3,223	13.21	2,106	12.81	+ 0.40
Mack	2,328	9.54	1,686	10.26	− 0.72
Kenworth	2,276	9.33	808	4.91	+ 4.42
Freightliner	1,990	8.16	1,136	6.91	+ 1.25
Peterbilt	1,733	7.11	871	5.30	+ 1.81
Chevrolet	1,134	4.65	978	5.95	− 1.30
White	950	3.90	307	1.87	+ 2.03
Volvo	244	1.00	208	1.26	− 0.26
Autocar	154	0.63	91	0.55	+ 0.08
Mercedes-Benz	103	0.42	84	0.51	− 0.09
Western Star	72	0.30	48	0.29	+ 0.01
Miscellaneous	120	0.49	149	0.91	− 0.42
TOTALS	24,391	100.00	16,440	100.00	.....

★—Groups 7 and 8 trucks only; New York and Oklahoma figures compiled from manufacturers' sales records, 1984; no registrations for Oklahoma, 1983.

U.S. TRUCK REGISTRATIONS

TWO MONTHS, 1984 VS. 1983★

Make	2 mos., 1984	Percent Share of '84 market	2 mos., 1983	Percent Share of '83 market	Pct. pt. Change '84-'83
Ford	170,816	29.21	117,139	32.06	− 2.85
Chevrolet	164,476	28.13	109,883	30.07	− 1.94
Dodge	57,499	9.83	30,108	8.24	+ 1.59
GMC	44,044	7.53	31,200	8.54	− 1.01
Jeep	21,056	3.60	9,517	2.60	+ 1.00
Plymouth*	9,514	1.63	1,285	0.35	+ 1.28
International	7,615	1.30	6,305	1.73	− 0.43
Mack	2,737	0.47	1,963	0.54	− 0.07
Kenworth	2,276	0.39	808	0.22	+ 0.17
Freightliner	1,990	0.34	1,136	0.31	+ 0.03
Peterbilt	1,733	0.30	871	0.24	+ 0.06
White	950	0.16	307	0.08	+ 0.08
Mercedes-Benz	313	0.05	330	0.09	− 0.04
Volvo	244	0.04	208	0.06	− 0.02
Autocar	154	0.03	91	0.02	+ 0.01
Western Star	72	0.01	48	0.01	.....
Miscellaneous**	99,269	16.98	54,208	14.84	+ 2.14
TOTALS	584,758	100.00	365,407	100.00	.....

★—New York and Oklahoma figures compiled from manufacturers' sales records, 1984; no registrations for Oklahoma, 1983.
* Plymouth trucks are Trail Duster, Voyager, Scamp and Arrow.
**Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

One of two new Mercedes models

Powered by a 168 horsepower turbocharged diesel engine, the Mercedes-Benz L1317 is one of two new models that feature more power than the trucks they replace.

New Mercedes models feature greater power

PORTLAND, Ore.—Mercedes-Benz Truck Co. is introducing two truck models that feature higher power and other improvements over the models they replace, according to Peter E. Rupp, president.

The new 25,000-pound GVW L1117 and 30,000-pound GVW L1317 replace the L1116 and L1316 models, and are being phased in at the company's Hamtpon (Va.) assembly plant.

The new trucks will cost the same as the older models, Rupp said.

The L1117 and L1317 are powered by a new 168-HP version of Mercedes' 0M352A turbocharged diesel. Torque has been increased by 19 percent to 369-foot pounds, and a peak torque achieved at 1,700 RPM allows the engine to maintain its excellent fuel economy, Rupp noted.

In addition to more power, the engine also features an "aneroid compensator" to adjust fuel mixture when altitude changes, "moly"-coated top compression rings plus reshaped combustion recesses in the piston heads for improved performance, a larger-capacity water pump and increased cylinder-head thickness to handle the higher 17.4:1 compression ratio.

Continued on Page 38, Col. 4

Styleside 4 x 2 added to '84 Ranger lineup

DEARBORN.—The Ranger "S," a 4x2 styleside model with a 108-inch wheelbase, has been added to the Ford compact-pickup line for 1984. It has a suggested retail price of $5,993.

Standard equipment includes a 2-liter, four-cylinder engine, four-speed manual transmission, 1,235-pound payload, vinyl bench seat, argent-painted grille and black windshield molding. A 2.3-liter four is standard in California and high-altitude areas.

25 firms start 2-year test of modified Ranger engine

Natural gas powers Ford pickups

By Arthur M. Flax
Assistant Truck Editor

Ford Motor Co. has delivered a test fleet of 27 natural-gas-powered Ranger pickup trucks to 25 utility and natural-gas-related companies.

Ford initiated the natural-gas vehicle (NGV Ranger) program through the American Gas Assn. and its member companies. The utilities, located in the U.S. and Canada, paid $20,000 to lease each vehicle for the two-year test, according to W. Dale Compton, Ford research vice president.

"While many vehicle operators, especially companies in the natural-gas industry, have modified their cars and trucks to operate on natural gas," Compton said, "this is the first time a domestic auto manufacturer has set out to design and build a fleet of such vehicles for a major test."

He said the test would provide Ford with information on economy, range and performance under actual operating conditions.

The Rangers are equipped with 2.3-liter engines modified to take advantage of the high-octane (130) rating and other characteristics of natural gas.

Compression ratio has been boosted from 9.1 to 12.5:1 and hardened valve-seat inserts compensate for the lack of lubrication with the "dry" fuel.

In addition, a specially designed gaseous fuel mixer replaces the carburetor and the distributor and spark plugs have been specially calibrated.

Compton said a Ranger with

Continued on Page 38, Col. 3

Ford puts on the pressure

These 3,000-pound-per-square-inch pressure, fiberglass-wrapped, aluminum natural-gas tanks were constructed with "space age" processes for Ford Motor Co.'s natural-gas-powered Ranger pickup trucks, set for testing by 25 utility fleets.

Dear DYATRON:

Outstanding Chevrolet HONDA

Dear DYATRON:

We have a 120-unit Chevrolet-Honda dealership here in Andover, Massachusetts and have been using a remote batch parts inventory system for the past 15 years. It's been fine until now, but lately customer demand is making us work overtime just to keep up. Can you help us convert to a cost-efficient in-house system so that we can get home at night?

No Weekends in Bay State

DYATRON CORPORATION

Dear No Weekends:

Conversion from a remote batch system to an in-house/micro system can be accomplished in several ways, but we have the feeling that the ECLIPSE S-20 from Data General with DYATRON parts control software is what you're looking for. We call this package CARSway II and it's perfect for a dealership of your size.

CARSway II includes not only parts in stock, but also invoicing, universal parts system, locations, manufacturer data, stock ordering, price updating, inventory analysis, and more.

CARSway II can be used as either a stand-alone parts control station or for other management functions, such as accounting, showroom profit, F&I, DCS, payroll, and leasing. Of course, we could explain these services in greater detail and give you an idea of costs if you would call us toll-free at 1-800-633-3625.

Have a good week ... since you have no weekends.

DYATRON

Outstanding Chevrolet HONDA

Dear DYATRON:

Just back from a long weekend on Cape Cod. What a time! Thanks for the quick installation of CARSway II and the terrific service people you sent in the flesh and on the phone. The conversion was smoother than we'd ever dreamed possible. Thanks especially for the national parts locator. Now that I have the parts locator plus weekends, I'm thinking about building my own car from scratch. I think I may love the car business. My kid called me Mario Andretti when I passed a carload of old ladies on the way back from the Cape. Cars are wonderful machines I told him. Then I told him all about the time I ...

CARS
Products from
DYATRON CORPORATION

In-house, Remote Data Entry, On-line and Post Post Services
20 years of computer solutions for dealership problems

CALL: 1-800-633-3625. Or WRITE for more information:

DYATRON CORPORATION
Dealer Systems Division
P.O. Box 235
Birmingham, Alabama 35201

Ladies are fictitious although the problems and suggested solutions are real.

Total 584,758 through February

Registrations move up in all market segments

Continued from Page 16

show a drop in January, with a 10.5 percent loss, scored an 8 percent increase on 6,409 units for the 1984 two-month period, compared with 5,933 in 1983.

Group 7 registrations climbed 17.8 percent, from 7,121 during the first two months of 1983 to 8,389 this year. The Group 8 count jumped 71.7 percent, from 9,319 last year to 16,002.

• The success of the Dodge and Plymouth minivans and downsized Jeep Cherokee and Wagoneer led to increases in market share for these nameplates.

Dodge had 57,499 registrations through February and accounted for 9.83 percent of the industry total. Its share was up 1.59 percentage points from a year ago, when it had 8.24 percent on 30,108 tallies.

Plymouth's penetration was 1.28 points higher than a year ago, rising from 0.35 percent on 1,285 tallies in 1983 to 1.63 percent this year on 9,514 units.

Jeep's 21,056 registrations through February accounted for 3.60 percent of the total, an increase of one point over last year, when its 9,517 units took 2.60 percent of the market.

No. 1 Ford's 170,816 registrations in the first two months accounted for 29.21 percent of the industry total, a decrease of 2.85 points from the year earlier 32.06 percent on 117,139 tallies.

Second-place Chevrolet took 28.13 percent with 164,476 tallies. Its share was down 1.94 points from the 30.07 percent on 109,883 units last year.

HD registrations continue climb through February

Heavy-duty truck registrations continued their sharp rise in February, with 12,546 tallies, up 64.6 percent over last year's.

The two-month total was 24,391, an increase of 48.4 percent over the year-ago.

According to R. L. Polk & Co. statistics, Group 8 registrations for the first two months were up 71.7 percent to 16,002 units, compared with the previous year's 9,319.

Group 7 registrations increased to 8,389, a gain of 17.8 percent over the year-earlier 7,121.

International continued to lead Ford with 5,464 units through February, compared with Ford's 4,600 units.

Ford and International also were the biggest market-share losers. Ford's 4,600 tallies represented an 18.86 percent share of the market, down 5.31 percentage points from its year-earlier share of 24.17 percent on 3,973 units.

International's 5,464 tallies, representing 22.40 percent of the market, was off 1.90 points from last year's 24.30 percent on 3,995 units.

Kenworth's 9.33 percent share on 2,276 units represented the biggest boost in penetration, a gain of 4.42 points over the 4.91 percent share on 808 units during the same period last year.

White, Peterbilt, Freightliner, GMC, Autocar and Western Star also increased their market share for the first two months of 1984. Chevrolet, Mack, Volvo Mercedes-Benz and the miscellaneous group suffered losses.

Honda owners in N.Y. area get BBB mediation

NEW YORK. — Honda owners in the New York area may now settle their unresolved complaints through the Better Business Bureau as the result of an agreement between the Better Business Bureau of Metropolitan New York and American Honda.

The service will be available at all 140 BBBs throughout the U. S. and supplements the existing NADA - sponsored AUTOCAP program used by Honda since 1981.

The program allows access to BBB mediation and arbitration for owners of all Honda models beginning with the 1978 model year.

Owners of new and used Hondas are eligible for the program, as well as Honda lessees for all matters except those involving title to their cars.

The BBB will work with the customer and Honda to mediate the complaint, the bureau said. If mediation fails, a BBB volunteer arbitrator will hear the case and issue a decision within 10 days of the hearing.

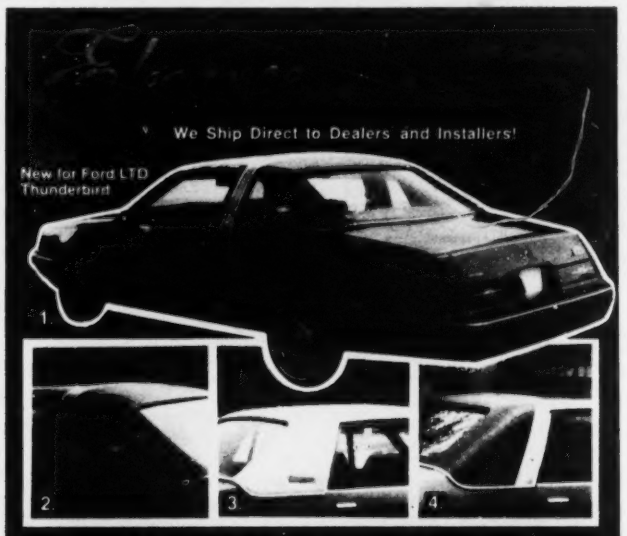
Honda joins General Motors, Volkswagen, Audi, Porsche and Nissan in the BBB's Autoline program for mediation and arbitration of consumer complaints. Last year, the Autoline program in metropolitan New York handled more than 4,300 complaints, of which more than 90 percent were resolved by mediation.

M-B dealership opens

ESCONDIDO, Calif. — Investment Motorcars (Mercedes-Benz) has opened here. Lyle Bradley and Alan Skuba own and operate the dealership.

McCombs' 25th

Kenneth McCombs, left, McCombs Chevrolet, Inc., Cadiz, O., receives a 25-year dealer award from D. S. West, Chevrolet Cleveland zone manager.



1. Crowning the Thunderbird
2. Formal roof package
3. LTD Full roof with side blockout
4. LTD 1/4 roof with stainless steel Targa band

Factory styled roof packages now available. We ship direct to dealers and installers. Elegance. All GM, Ford, Chrysler, Dodge & Mercury. Plus grilles, sun visors, luggage racks and mock tops.

Roman Chariot

Contact: Christ CPL National Sales Manager
10630 Berea Road • Cleveland, Ohio 44102 • Call (216) 961-0090

THEFTGUARD™

Vehicle theft security is becoming a multi - million dollar market - and a profitable one for auto and related businesses.

Micronics International manufactures a proven reliable theft alarm system. In fact - we supply systems to some of the worlds largest auto makers.

Let us show you how to increase your aftermarket sales and profits using our theft deterrent systems.

Call Larry Ozier,
Director of Marketing
Micronics International, Inc.
714-632-5080.

MAKE YOUR MARK

JUST PEEL OFF THE 3M ADHESIVE BACKED KIT
CLAMP FOR 15 MINUTES AND DELIVER IT!

1-800-325-9069

FLA. 305-563-0888 Canada 416-492-7795

NEW TRUCK SALES BY MAKE AND GVW CLASS

TWO MONTHS, 1984 VS. 1983★

		Group 1 6,000 pounds and less	Group 2 6,001-10,700	Group 3 10,000-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**Jan., '84**	.....	.....	.....	.....	.....	.....	.....	**71**	**71**
	Feb., '84	.....	.....	.....	.....	.....	.....	.....	62	62
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**154**	**154**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	91	91
CHEVROLET	**Feb., '84**	**42,097**	**37,356**	**2,810**	.....	**10**	**368**	**578**	**27**	**83,246**
	Feb., '84	29,040	23,797	199	.....	21	315	479	57	53,908
	Year to Date '84	**83,952**	**73,495**	**5,134**	.....	**31**	**730**	**1,079**	**55**	**164,476**
	Year to Date '83	60,036	48,875	286	.....	46	662	900	78	109,883
(Memo Units) #	**Feb., '84**	**28,176**	**14,990**	.....	.....	.....	.....	.....	.....	**43,166**
	Feb., '84	20,001	9,797	.....	.....	.....	.....	.....	.....	29,798
	Year to Date '84	**56,686**	**29,210**	.....	.....	.....	.....	.....	.....	**85,896**
	Year to Date '83	41,185	18,282	.....	.....	.....	.....	.....	.....	59,467
DODGE	**Feb., '84**	**21,302**	**10,526**	.....	.....	.....	.....	.....	.....	**31,828**
	Feb., '84	9,788	6,014	.....	.....	.....	.....	.....	.....	15,802
	Year to Date '84	**37,769**	**19,730**	.....	.....	.....	.....	.....	.....	**57,499**
	Year to Date '83	18,982	11,126	.....	.....	.....	.....	.....	.....	30,108
(Memo Units) #	**Feb., '84**	**14,199**	**6,563**	.....	.....	.....	.....	.....	.....	**20,762**
	Feb., '84	6,009	4,290	.....	.....	.....	.....	.....	.....	10,249
	Year to Date '84	**25,260**	**12,357**	.....	.....	.....	.....	.....	.....	**37,617**
	Year to Date '83	11,885	7,885	.....	.....	.....	.....	.....	.....	19,740
FORD	**Feb., '84**	**22,852**	**59,662**	.....	.....	.....	**1,298**	**1,585**	**661**	**86,058**
	Feb., '84	19,797	34,330	.....	.....	.....	660	1,141	476	56,404
	Year to Date '84	**46,579**	**117,504**	.....	.....	.....	**2,133**	**3,145**	**1,455**	**170,816**
	Year to Date '83	41,640	70,097	.....	.....	.....	1,429	2,942	1,031	117,139
(Memo Units) #	**Feb., '84**	**21,972**	**19,896**	.....	.....	.....	.....	.....	.....	**41,868**
	Feb., '84	14,611	13,613	.....	.....	.....	.....	.....	.....	28,224
	Year to Date '84	**44,242**	**39,469**	.....	.....	.....	.....	.....	.....	**83,711**
	Year to Date '83	30,869	27,809	.....	.....	.....	.....	.....	.....	58,678
FREIGHTLINER	**Feb., '84**	.....	.....	.....	.....	.....	.....	.....	**924**	**924**
	Feb., '84	.....	.....	.....	.....	.....	.....	.....	582	582
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**1,990**	**1,990**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	1,136	1,136
GMC	**Feb., '84**	**9,830**	**10,208**	**74**	.....	**160**	**420**	**960**	**886**	**22,538**
	Feb., '84	6,375	7,432	7	.....	31	652	796	337	15,630
	Year to Date '84	**19,537**	**20,021**	**173**	.....	**314**	**776**	**1,784**	**1,939**	**44,044**
	Year to Date '83	13,347	14,666	7	.....	65	1,009	1,415	691	31,200
(Memo Units) #	**Feb., '84**	**5,844**	**3,543**	.....	.....	.....	.....	.....	.....	**9,387**
	Feb., '84	3,708	2,776	.....	.....	.....	.....	.....	.....	6,484
	Year to Date '84	**11,917**	**6,690**	.....	.....	.....	.....	.....	.....	**18,607**
	Year to Date '83	7,704	4,742	.....	.....	.....	.....	.....	.....	12,446
INTERNATIONAL	**Feb., '84**	.....	.....	.....	.....	.....	**1,142**	**1,054**	**1,817**	**4,013**
	Feb., '84	.....	.....	.....	.....	.....	832	694	1,111	2,637
	Year to Date '84	.....	.....	.....	.....	.....	**2,151**	**2,039**	**3,425**	**7,615**
	Year to Date '83	.....	.....	.....	.....	.....	2,310	1,506	2,489	6,305
JEEP	**Feb., '84**	**8,444**	**1,947**	.....	.....	.....	.....	.....	.....	**10,391**
	Feb., '84	2,687	1,882	.....	.....	.....	.....	.....	.....	4,569
	Year to Date '84	**17,001**	**4,055**	.....	.....	.....	.....	.....	.....	**21,056**
	Year to Date '83	5,190	4,327	.....	.....	.....	.....	.....	.....	9,517
(Memo Units) #	**Feb., '84**	**8,444**	**1,638**	.....	.....	.....	.....	.....	.....	**10,082**
	Feb., '84	2,687	1,582	.....	.....	.....	.....	.....	.....	4,269
	Year to Date '84	**17,001**	**3,435**	.....	.....	.....	.....	.....	.....	**20,436**
	Year to Date '83	5,190	3,613	.....	.....	.....	.....	.....	.....	8,803
KENWORTH	**Feb., '84**	.....	.....	.....	.....	.....	.....	.....	**1,251**	**1,251**
	Feb., '84	.....	.....	.....	.....	.....	.....	.....	364	364
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**2,276**	**2,276**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	808	808
MACK	**Feb., '84**	.....	.....	.....	.....	.....	**225**	**32**	**1,155**	**1,412**
	Feb., '84	.....	.....	.....	.....	.....	120	64	691	875
	Year to Date '84	.....	.....	.....	.....	.....	**409**	**49**	**2,279**	**2,737**
	Year to Date '83	.....	.....	.....	.....	.....	277	117	1,569	1,963
MERCEDES-BENZ	**Feb., '84**	.....	.....	.....	.....	.....	**88**	**45**	.....	**133**
	Feb., '84	.....	.....	.....	.....	.....	150	49	.....	199
	Year to Date '84	.....	.....	.....	.....	.....	**210**	**103**	.....	**313**
	Year to Date '83	.....	.....	.....	.....	.....	246	84	.....	330
PETERBILT	**Feb., '84**	.....	.....	.....	.....	.....	.....	.....	**952**	**952**
	Feb., '84	.....	.....	.....	.....	.....	.....	.....	372	372
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**1,733**	**1,733**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	871	871
PLYMOUTH	**Feb., '84**	**5,410**	**19**	.....	.....	.....	.....	.....	.....	**5,429**
	Feb., '84	401	286	.....	.....	.....	.....	.....	.....	687
	Year to Date '84	**9,469**	**45**	.....	.....	.....	.....	.....	.....	**9,514**
	Year to Date '83	759	526	.....	.....	.....	.....	.....	.....	1,285
VOLVO	**Feb., '84**	.....	.....	.....	.....	.....	.....	**94**	**29**	**123**
	Feb., '84	.....	.....	.....	.....	.....	.....	59	41	100
	Year to Date '84	.....	.....	.....	.....	.....	.....	**179**	**65**	**244**
	Year to Date '83	.....	.....	.....	.....	.....	.....	129	79	208
WESTERN STAR	**Feb., '84**	.....	.....	.....	.....	.....	.....	.....	**39**	**39**
	Feb., '84	.....	.....	.....	.....	.....	.....	.....	27	27
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**72**	**72**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	48	48
WHITE	**Feb., '84**	.....	.....	.....	.....	.....	.....	.....	**325**	**325**
	Feb., '84	.....	.....	.....	.....	.....	.....	.....	126	126
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	**950**	**950**
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	307	307
MISCELLANEOUS*	**Feb., '84**	**53,001**	**513**	**12**	**40**	.....	.....	**7**	**54**	**53,627**
	Feb., '84	23,621	504	.....	46	.....	.....	13	83	24,267
	Year to Date '84	**98,073**	**955**	**20**	**101**	.....	.....	**11**	**109**	**99,269**
	Year to Date '83	52,879	1,124	.....	53	3	.....	28	121	54,208
TOTALS	**Feb., '84**	**162,936**	**120,231**	**2,896**	**40**	**170**	**3,541**	**4,355**	**8,191**	**302,360**
	Feb., '84	91,709	74,245	206	46	52	2,729	3,295	4,329	176,611
	Year to Date '84	**312,380**	**235,805**	**5,327**	**101**	**345**	**6,409**	**8,389**	**16,002**	**584,758**
	Year to Date '83	192,833	149,741	293	53	114	5,933	7,121	9,319	365,407

★—New York and Oklahoma figures compiled from manufacturers' sales records, 1984; no registrations for Oklahoma, 1983.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks, Ford, Econoline, Ranchero and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5, CJ-7 and Commando. *—Miscellaneous includes imports, Divco, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data

Priced between $14,000 and $25,000

Alfa to use sedans to grow in U.S.

By John A. Russell
Staff Writer

ENGLEWOOD CLIFFS, N.J. —Breaking into the luxury performance sedan market is not simple, but within 18 to 24 months Alfa Romeo intends to enter this segment in what will be an entirely new approach for the company.

Until now, Alfa Romeo has been known for its sports cars in the U.S. though it markets a full line of sedans in Europe.

However, according to Ernesto Vettore, president of Alfa Romeo here, the sports-car market is limited and if the company wants to grow, it must introduce sedans. The initial announcement that the company would enter the sedan market was made several months ago.

Details are now coming to the forefront. There will be two sedans ranging in price from $14,000 to $25,000.

The lower-priced model, a four door powered by a 2.5-liter 6-cylinder engine, will be introduced first — probably in 1986. The second will follow in 1987 or 1988.

The second car will be Alfa's entry in the luxury sedan market. It will represent a breakthrough for the company in both marketing and engineering.

On the marketing side, it represents Alfa's move into the $20,000-plus sedan market which is dominated by the German manufacturers.

Alfa Romeo does not market such an upscale sedan in Europe. According to Vettore, it will be a front-wheel-drive car, but he declined to reveal any further details.

• Executives, both here and in Europe, indicated that these cars are being designed with the U.S. in mind.

As Vettore commented, "The U.S. now accounts for one percent of the Alfa Romeo production and is commanding 20 percent of the time and effort of the staffs in Italy."

The sedans are 18 months to two years away. Vettore and Joseph E. Cooley Jr., sales and marketing director, are using the time to revamp the organization in the U.S. as well as expand the current product lineup.

With only the Spider convertible and the GTV-6 coupe available, both men are focusing their attention on those two products.

The Spider will be expanded from one model to three over the next year. In June, the Spider Graduate will make its appearance at under $14,000.

This car represents a move to attract a "traditional" sports-car market of younger buyers.

It is a new marketing platform, according to Vettore and Cooley, an entry-level car without many of the standard equipment items of the current model such as power windows and leather interior.

For 1985, there will be a face-lifted Spider and another model added to the list. This top-of-the-line Spider will be loaded and include a custom hard top. With the three models, the Spider prices will range from below $14,000 to above $20,000.

Also in 1985, the company is planning "action" on the GTV-6. But neither of the men would specify what type of action may be taken.

However, some indication may be gained from the special edition Maratona which will be in dealer showrooms this month. Only 150 have been built and Cooley said all have been ordered by dealers.

"It is sold out," he said, on the wholesale level and some dealers already have advance orders for the car.

Listing for $21,000, the Maratona is a move by Alfa Romeo to spark interest in the GTV-6 with a design concept.

Fender flares, louvered windows, a new front spoiler and other features have been added to the basic car. And the work is being done in the U.S. at the port.

Don Black, chief of engineering here, said the cars are ordered with some of the normal treatment omitted so the work can be done here.

The goal was to create a lower-profile car without tampering with the mechanicals.

And it is at the port that another key element in the Alfa chain has been added — quality control. Before the cars are shipped to the dealers, a complete inspection and necessary work are done at the port.

Quality has become a key at both the factory and here. The Spider has been a major focus of this quality drive, and Vettore said the goal is to have a reputation for improved quality. This includes both the product and the dealer network.

There are now 117 dealers in the network and Cooley wants this raised to around 175 before the sedans arrive in the U.S.

Upgrading the dealer network as well as adding new, committed dealers is another task at Alfa, but Cooley and Vettore stressed that it is a slow process and cannot be rushed.

DeRollo is Pontiac dealer

Frank DeRollo, seated, signs a Pontiac dealer agreement for DeRollo Pontiac-Buick, Stockton, Calif. Pontiac San Francisco zone personnel witnessing the signing are Robert J. Durant, left, zone manager, and Gary G. Mattila, business manager.

Used Car Sales
Auction Averages

May to date	$5,695
Month ago	$5,604
Year ago	$5,067

Model breakdown
Auction Averages

	MAY TO DATE	APRIL	MARCH
1984	$11,180	$13,891	$12,302
1983	9,378	8,850	8,066
1982	6,374	6,589	6,357
1981	5,249	5,344	5,393
1980	4,301	4,621	4,351
1979	3,817	4,008	3,698
1978	2,212	2,910	2,744
1977	1,834	2,159	2,365
Overall Average	$ 5,695	$ 5,418	$ 5,162

Auction directory

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, S.C.

NEW YORK

NORTHWAY EXCHANGE, INC.
DEALERS AUTO AUCTION
EVERY THURSDAY
11:30 A.M. SHARP
(518) 371-7500
Route 146
P.O. Box 440
Clifton Park, N.Y. 12065
"Our Service Does Not Cost — It Pays"

SOUTH CAROLINA

Rawls Auto Auction—Since 1938. Pick-up, delivery unlimited. Recon facilities. Sale every Tues., 11 A.M. 803-657-5111, or 657-7244, Leesville, South Carolina.

PENNSYLVANIA

GARDEN SPOT AUTO AUCTION
EPHRATA, PA.
SALE TUESDAY, 11 A.M.
FULL SERVICE AUCTION
Out of state fleet & lease accounts welcome
Contact: **J. Omar Landis, Jim Landis**
P.O. BOX 501, EPHRATA, PA. 17522
717-733-7917

TEXAS

PAT PATTERSON'S Amarillo Auto Auction, Inc. 36 years serving most major fleet and lease companies. 3208 E. 10th, Amarillo, Texas. 806-372-2206.

WASHINGTON

So. Seattle Auto Auction. The Lease & Fleet Specialists. Bob McConkey, Jr., 1-800-872-6800. P.O. Box 5189, Kent, WA 98064.

PENNSYLVANIA

P A D E "We Do it Best!"
SERVING DEALERS AND FLEETS SINCE 1957
Pennsylvania Auto Dealers' Exchange, Inc.
P. O BOX 41 YORK, PA 17405
PHONE (717) 266-6611

TIME
AUTO TRANSPORT
1-800-624-2021
313-545-2200 or 305-463-7024
1. 48 State ICC Automobile Transport Company, Fully Insured.
2. Floating truck fleet covering 48 states.
3. Fast, Competitive, Dependable Service.
4. Automobile Locaters Available.
1-800-624-2021

factories list auction dates

American Motors

May 15 — D-A Auto Auction, New Stanton, Pa.

May 16—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction, Mason City, Ia.

May 17 — Minneapolis Northstar Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind., and Todd Auto Auction, Telford, Pa.

May 22—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

May 23—Columbus Fair Auto Auction, Obetz, O.; Kansas City Auto Auction, Kansas City, Mo., and Southern Auto Auction, Warehouse Point, Conn.

May 24 — Minneapolis Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction, Evansville, Ind.

May 25—Floyd Hauhe Auto Auction, Bridgeton, Mo., and Concord Auto Auction, Acton, Mass.

May 29—D-A Auto Auction, New Stanton, Pa.

May 30—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction, Mason City, Ia.

May 31 — Minneapolis Northstar Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind., and Todd Auto Auction, Telford, Pa.

Ford Motor Co.

May 15 — Harrisonburg Auto Auction, Harrisonburg, Va.

May 16—Lakeland Auto Auction, Lakeland, Fla.

May 17—Nashville Auto Auction, Nashville, Tenn., and 166 Auto Auction, Springfield, Mo.

May 22—Aptco Auto Auction, Taylor, Mich.

May 23—Concord Auto Auction, Acton, Mass.; Golden Gate Auto Auction, Fremont, Calif., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

May 31—Skyline Auto Exchange, Fairfield, N.J.

General Motors

May 15—Southern Auto Auction, E. Windsor, Conn.

May 16—Metro Auto Auction, Kansas City, Mo.

May 17 — Indianapolis Auto Auction, Indianapolis, Ind.

May 22—Seattle Auto Auction, Kent, Wash.

May 23—Arena Auto Auction, Chicago, Ill.; Clanton's Auto Auction, Darlington, S.C.; Brasher's Auto Auction, Fontana, Calif., and Omaha Auto Auction, Omaha, Neb.

May 24—Butler Auto Auction, Gibsonia, Pa.

May 31—Aptco Auto Auction, Taylor, Mich.; Dallas Auto Auction, Dallas, Tex., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

May opens with 53-day supply

Domestic stocks' slide continues during April

Continued from Page 1

at 61 days compared with 57 a month earlier. The corporation's shortest line was the hot-selling Lincoln Town Car at 25 days.

Chrysler Corp. had a 66-day supply May 1, little changed from 67 days a month earlier. In shortest supply was Plymouth Gran Fury with a 21-day stock.

American Motors had an 87-day supply May 1, up slightly from 86 days, while Volkswagen of America had a 97-day supply of U.S.-built Rabbits, down from 100 days, and Honda had a 13-day stock of U.S.-built Accords, down from 20 days.

The May 1 domestic new-car inventory was divided this way: GM, 53.62 percent; Ford Motor Co., 26.01 percent; Chrysler Corp., 14.79 percent; AMC, 3.38 percent; VWoA, 1.78 percent, and Honda, 0.42 percent.

A month earlier, the domestic inventory was divided as follows: GM, 56.00 percent; Ford Motor Co., 24.45 percent; Chrysler Corp., 14.01 percent; AMC, 3.39 percent; VWoA, 1.67 percent, and Honda, 0.48 percent.

• By size class, subcompacts increased their supply during April, while compacts held steady and the bigger car segments dipped.

On May 1, the industry had the following days supplies by market class: Subcompact, 59; compact, 66; intermediate, 48; standard, 48, and luxury, 44.

The May 1 domestic inventory was divided this way among the market segments: Subcompact, 19.51 percent; compact, 27.83 percent; intermediate, 31.72 percent; standard, 12.54 percent, and luxury, 8.40 percent.

A month earlier, the inventory was divided as follows: Subcompact, 18.87 percent; compact, 26.91 percent; intermediate, 33.66 percent; standard, 12.16 percent, and luxury, 8.40 percent.

The May 1 days-supply figures by market class were:

Subcompact — Fiero, 12; Accord, 13; Horizon, 48, Omni, 51; EXP, 51; Escort, 59; Turismo, 61; Charger, 64; Chevette, 69; Pontiac 1000, 75; Daytona, 76; Laser, 76; Lynx, 83; Alliance, 87; Encore, 88, and Rabbit, 97.

Compact — Cavalier, 45; Firebird 52; LeBaron, 60; Mustang, 63; Reliant, 66; 2000 Sunbird, 67; Camaro, 68; Skyhawk, 68; Dodge 400, 69; Aries, 81; Firenza, 84; Tempo, 85; Eagle, 87; Topaz, 92; Capri, 103, and Cimarron, 124.

Intermediate — Cutlass Ciera, 31; Century, 33; Cutlass Supreme, 37; Marquis, 39; Pontiac 6000, 40; Celebrity, 42; LTD, 46; Citation, 47; Skylark, 49; Malibu, 52; Regal, 54; XR7, 59; Omega, 59; Dodge 600, 70; Chrysler E Class, 70; Grand Prix, 71; Bonneville, 72; Phoenix, 72; Thunderbird, 76; New Yorker E, 94.

Standard — Gran Fury, 21; Olds 88, 31; LeSabre, 36; Grand Marquis, 50; Crown Victoria, 54; Chevrolet, 57; Parisienne, 70, and Diplomat, 132.

Luxury — Lincoln, 25; Cadillac, 33; Electra, 35; Olds 98, 36; Seville, 43; Riviera, 45; Eldorado, 47; Corvette, 51; Toronado, 61; Mark VII, 94, and Continental, 94.

NEW-CAR STOCKS

	May 1, 1984	Apr. 1, 1984	May 1, 1983
Alliance	87	83	38
Encore	88	88	....
Eagle	87	94	44
AMERICAN MOTORS	87	86	45
Horizon	48	47	58
Reliant	66	65	48
Turismo	61	69	63
Plymouth	21	37	49
Plymouth Total	57	59	52
LeBaron	60	62	63
Laser	76	86	....
Fifth Avenue	72	69	69
New Yorker E	94	65	48
E-Class	70	69	76
Chrysler Total	72	69	66
Omni	51	54	69
Daytona	76	86	....
Charger	64	75	59
Aries	81	74	53
Dodge 400	69	73	63
Dodge 600	70	87	78
Diplomat	132	49	52
Dodge Total	67	71	61
CHRYSLER CORP.	66	67	59
EXP	51	65	90
Escort	59	55	58
Tempo	85	66	....
Mustang	63	60	102
Thunderbird	76	69	66
LTD	46	53	81
Crown Victoria	54	56	54
Ford Division	63	59	69
Lynx	83	67	60
Topaz	92	71	....
XR-7	59	65	34
Marquis	39	36	55
Grand Marquis	50	44	45
Capri	103	75	124
Total Mercury	61	55	53
Continental	94	66	94
Lincoln	25	21	39
Mark VII	94	85	73
Lincoln Total	48	42	56
FORD MOTOR CO.	61	57	64
Skyhawk J	68	81	36
Skylark	49	80	47
Century	33	41	57
Regal	54	57	....
LeSabre	36	45	33
Electra	35	68	51
Riviera	45	56	46
Buick Division	45	57	46
Cimarron	124	112	73
Eldorado	47	43	61
Cadillac	33	51	56
Seville	43	52	61
Cadillac Division	40	51	59
Chevette	69	49	57
Cavalier	45	54	33
Citation	47	34	74
Camaro	68	68	59
Celebrity	42	47	48
Malibu	52	61	43
Monte Carlo	68	82	60
Chevrolet	57	64	63
Corvette	51	47	23
Chevrolet Division	54	56	52
Firenza	84	84	52
Ciera	31	32	52
Omega	59	87	50
Cutlass Supreme	37	49	20
Olds 88	31	38	27
Olds 98	36	38	31
Toronado	61	64	55
Oldsmobile Division	38	45	36
Fiero	12	12	....
T1000	75	80	78
J2000	67	71	43
Phoenix	72	91	95
Firebird	52	52	63
A6000	40	39	63
Bonneville	72	78	60
Grand Prix	71	82	71
Pontiac	70	71	224
Pontiac Division	53	55	65
GENERAL MOTORS	47	53	49
VOLKSWAGEN	97	100	91
HONDA	13	20	21
Total Cars U.S.	53	56	54
SUBCOMPACT	59	57	58
COMPACT	66	66	55
INTERMEDIATE	48	54	53
STANDARD	48	50	46
LUXURY	44	51	51

Memories for Vermeil

Pictured with Jack Lindsay, right, at the opening of Jack Lindsay Cadillac (formerly Webb Cadillac), Jenkintown, Pa., is Dick Vermeil, former Philadelphia Eagles head coach. Vermeil said he repaired cars like this 1941 Cadillac Fleetwood Derham sedan in his father's auto repair shop.

Import stocks rise in April; Japanese shipments resume

By Richard A. Wright
Assistant Managing Editor

The inventory of new imported cars finally began climbing in April as Japan resumed shipments with the opening of a new year of voluntary restraints.

New imported cars in dealer and port inventories totaled 221,547 on May 1, a 33-day supply, compared with 212,315 a month earlier, a 27-day stockpile. A year ago, there were 294,703 new imported cars in stock, a 42-day supply.

The increase during April was due almost entirely to Japanese lines replenishing their dried-out pipelines, as the stock of German and other European cars declined during the month.

Even more dramatic was the turnaround in the inventory of new imported trucks — all Japanese-built — which jumped from 61,009 on April 1, a 25-day supply, to 82,378 on May 1, a 68-day stockpile. A year ago, there were 91,961 new trucks in stock May 1, a 78-day supply.

Much of the increase in the days-supply figure for Japanese cars and trucks was the result of the lower selling rate in April, caused by the depletion of stock.

The combined imported car and truck inventory May 1 totaled 303,925, a 37-day supply, compared with 273,324, a 27-day stock, a month earlier and 386,664 a year earlier, a 45½-day supply.

• The inventory of Japanese-built cars in the U.S. rose to 106,908 units May 1 from its lowest-ever level of 94,499 a month earlier. The May 1 stock of Japanese cars represented a 24-day supply, up from 16 days a month earlier.

Japanese nameplates and their May 1 days-supply figures were: Honda, 12; Toyota, 14; Mazda, 21; Subaru, 37; Mitsubishi, 39, and Isuzu, 111.

In addition, Chrysler Corp. had a 66-day supply of Mitsubishi-built cars, including Dodge and Plymouth Vista, 42; Dodge Colt, 53; Plymouth Colt, 57; Dodge Conquest, 71, and Plymouth Conquest, 79.

West German-made cars in inventory May 1 totaled 78,927, a 59-day supply, compared with Mercedes-Benz, 24; Porsche, 28; 84,116 April 1, a 67-day stock.

German nameplates and their May 1 days-supply figures were: Audi, 57; BMW, 59, and Volkswagen, 91. (The VW figure is for imports only; VW also had a 97-day supply of U.S.-built Rabbits.)

Days-supply figures for other European lines included: Jaguar, 18; Alfa Romeo, 24; Saab, 31; Volvo, 41; Peugeot, 48, and Renault, 267.

Days-supply figures for imported pickup trucks May 1 were: Mazda, 46; Toyota, 50; Nissan, 56; Mitsubishi, 63; Chrysler/Mitsubishi, 165, and Isuzu, 171.

IMPORT STOCKS

	May 1, 1984	Apr. 1, 1984	May 1, 1983
Honda	12	15	30
Isuzu	111	40	77
Mazda	21	15	51
Mitsubishi	39	19	120
Nissan	25	15	37
Subaru	37	32	33
Toyota	14	7	20
Chrysler	66	56	102
JAPANESE MODELS	24	16	36
Audi	57	66	83
BMW	59	75	53
Mercedes-Benz	24	27	26
Porsche	28	34	18
Volkswagen	91	104	75
GERMAN MODELS	59	67	52
Alfa Romeo	24	23	90
Jaguar	18	19	19
Peugeot	48	52	143
Renault	267	187	183
Saab	31	44	38
Volvo	41	47	39
OTHER MODELS	39	44	76
TOTAL IMPORTED CARS	33	27	42
Isuzu	171	113½	127
Mazda	46	12	94
Mitsubishi	63	27	133
Nissan	56	17	71
Toyota	50	20	56
Chrysler	165	97	102
TOTAL IMPORTED TRUCKS	68	25	78
TOTAL IMPORTED VEHICLES	37	27	47

Senate committee approves odometer anti-tampering bill

WASHINGTON. — An odometer anti-tampering bill has cleared the Senate Commerce Committee, carrying an amendment that calls for auto maker development and use of tamper-proof odometers.

The rollback-proof odometer amendment was added by Senator John C. Danforth, Missouri Republican and chairman of the Senate Surface Transportation subcommittee, to a bill introduced by Senator James J. Exon, Nebraska Democrat.

Supporters of Exon's bill agreed to the amendment with the provision it not be tied to a six-month deadline that specifies implementation, by all 50 states, of an on-title mileage record for all vehicles.

The Senate Commerce Committee's odometer legislation would require mileage readings printed in "bank note intaglio printing process" on the face of vehicle titles as a requirement of registration or transfer of ownership in all 50 states.

An odometer anti-tampering bill has been introduced on the House side, but no action has been taken on the matter.

The odometer registration bill is supported by the vehicle makers and auto dealers.

Auto industry witnesses have testified that a truly tamper-proof odometer may be an impossibility, but proponents of the standard argue that odometers can be made far more tamper-resistant than those currently being used.

Bonuses highlight Ford meeting

Continued from Page 3

of an incentive compensation such as profit sharing for all its employes, Caldwell said. General Motors has indicated it would negotiate for profit sharing instead of cost of living increases and annual improvement raises in the upcoming contract talks with the UAW.

However, Caldwell noted that profit sharing cannot be an "additive" thing.

"You can't have everything and profit sharing on top of it," he said. "You have to have a proper mix."

Caldwell wouldn't indicate the direction of car prices on 1985 models, but he said that car prices have gone up by one point less than the Consumer Price Index.

As for interest rates, Caldwell said the consumer confidence factor appears to be offsetting the rise in interest rates.

"I wouldn't want to see them go anything like they were before," he said. "Over 20 percent would be disastrous."

Cresong ready to go

NORTHFORK, W. Va. — Leonard C. Cresong has signed franchises to operate Gregory J. Chevrolet-Olds-Cadillac, Inc., here.

Dealer Investment opens new headquarters

INDIANAPOLIS.—Dealer Investment Service Co. has opened a 155,000-square-foot headquarters here.

The company provides products and services for improving the operations and profitability of its more than 1,000 automobile dealership clients.

Six weeks earlier than in 1983

Makers build year's 3-millionth car

By Joe Wilssens
Staff Writer

U.S. auto manufacturers reached another milestone last week as they assembled the three-millionth automobile of 1984. It was built last Monday (May 7), nearly six weeks earlier than in 1983. Last year, the three-millionth mark was reached June 16.

So far this year, the industry has completed 3,159,849 cars, 36.89 percent higher than last year's 2,308,371.

With overtime scheduled at 15 assembly plants last week, domestic auto makers slated production of 170,543 units, 3.00 percent greater than the prior week's 165,571 and 22.49 percent better than the year-ago week's 139,233.

Of last week's estimated car production in the U.S., General Motors accounted for 54.80 percent followed by Ford Motor Co., 22.97 percent; Chrysler Corp., 16.36 percent; American Motors, 2.82 percent; Honda, 1.67 percent, and Volkswagen of America, 1.38 percent.

The number of GM employes on indefinite layoff will drop to 46,000 this week, 1,000 fewer than last week. The workers are being recalled to a number of GM component plants to support planned assembly schedule increases, according to a GM spokesperson.

GM's Wilmington (Del.) plant completed its build of Chevette and Pontiac 1000 models last week and is expected to remain down until mid-August when the facility will begin production of B-cars. The plant conversion affects 3,300 workers.

GM led last week's overtime list with seven plants working two Saturday (May 12) shifts. They were: Arlington (Tex.), Fairfax (Kans.), Flint (B and G lines), Janesville (Wis.), Linden (N.J.), Pontiac and Lakewood (Ga.).

Ford scheduled Saturday overtime at its Atlanta, Kansas City and Wixom (Mich.) facilities last week.

At Chrysler, Belvidere (Ill.), Newark (Del.) and St. Louis plants No. 1 and No. 2 worked two 9-hour daily shifts last week while Jefferson (Detroit) worked two 8½-hour daily shifts. Newark and both St. Louis facilities also scheduled two 8-hour Saturday shifts. Jefferson Assembly worked two 8½-hour Saturday shifts.

GM-Toyota venture taking applications for 2,500 jobs

FREMONT, Calif.—The joint venture between General Motors and Toyota, New United Motor Mfg., Inc. (NUMMI), opened its employment office here to applicants for the venture's 2,500 jobs, and 2,800 of the 5,000 former hourly employes at the huge GM plant here said they want to go back to work.

Tom Klipstine, NUMMI spokesman, said the company "has pledged that at least a majority of the employes to be hired will be veterans of the plant. If the various skills we need are not among the 2,800 applications we now have, we will look outside, but our first priority is to hire from the former work force."

Klipstine said the 2,800 applicants will be informed of the new company's hiring procedures no later than the end of May and that candidates for the first shift, which is expected to begin production in December, will be asked to attend summer pre-employment work training classes.

A second shift is expected to be added sometime during 1985.

The joint venture is filling foremen and sub-foremen jobs. Those who get those jobs will be called team and group leaders and as many as 300 supervisors will be sent to Japan for training at Toyota facilities there.

Team leaders, according to Klipstine, will be UAW members who will represent the hourly employes. Group leaders, Klipstine said, will be considered "management personnel."

Job applications from those who have not worked with GM here are being sent to the California Employment Development Department, which will help the joint venture in evaluating and training employes.

Truck production moves upward to 63,926 for week

With overtime scheduled at three assembly facilities, domestic truck manufacturers slated production of 63,926 units last week, 1.96 percent greater than the prior week's 62,700. The build was 23.98 percent higher than the year-ago week's 51,563.

So far this year, the industry has completed 1,173,431 trucks, a 46.36 percent improvement from 801,743 trucks assembled at this time in 1983.

General Motors scheduled two Saturday (May 12) overtime shifts at St. Louis and Janesville (Wis.).

Ford Motor Co.'s Kansas City facility also scheduled extra Saturday hours.

Canadian makers reach 1984 peak in car output

Canadian auto manufacturers stepped up production last week and slated their best weekly build for 1984.

Canadian auto makers estimated completion of 24,502 units last week, 3.53 percent greater than the prior week's 23,667. The total replaces the former 1984 peak of 24,166 cars finished during the week ended March 31. Although last week was a 1984 high, it was 12.48 percent below the year-ago week's assembly of 27,994.

To date this year, the manufacturers have finished 424,304 autos, 12.25 percent above 377,998 units completed during the same period in 1983.

Canadian truck manufacturers saw production slip slightly last week from the previous week, but it was still a substantial improvement over the year-ago week's build.

Truck makers targeted completion of 17,980 units last week, down 307 from the prior week's 18,287, but a solid 47.14 percent increase over the year-ago week's 12,220.

Year-to-date, 317,560 trucks have been completed, 62.51 percent higher than 195,414 finished during the comparable 1983 period.

Chrysler Corp. recorded a model year milestone May 9 as the 100,000th T-115 minivan was assembled at the company's Windsor (Ont.) plant. Two shifts are presently producing 912 vehicles a day, double the output before the second shift was added in January.

Chrysler estimated production of 2,286 Dodge Caravans, 2,274 Plymouth Voyagers and 912 Mini Ram Vans last week, bringing the year-to-date T-115 total to 85,615.

CANADIAN CAR PRODUCTION

	Week Ended May 12, 1984	Week Ended May 14, 1983	Week Ended May 5, 1984	April Total	Jan. 1, to May 14, 1983	Jan. 1, to May 12, 1984
AMERICAN MOTORS	600	818	609	1,214	11,257	9,329
CHRYSLER CORP.	.....	5,328	.....	.....	87,783	.....
FORD MOTOR	10,166	8,292	10,172	39,266	68,203	160,580
GENERAL MOTORS	13,511	13,331	12,661	55,640	206,795	250,250
VOLVO	225	225	225	900	3,960	4,145
Total Cars, Canada	24,502	27,994	23,667	97,020	377,998	424,304

TRUCK PRODUCTION IN U.S.†

	Week Ended May 12, 1984	Week Ended May 14, 1983	Week Ended May 5, 1984	April Total	Jan. 1, to May 14, 1983	Jan. 1, to May 12, 1984
CHEVROLET	19,263	18,242	18,770	78,073	276,827	370,748
DODGE	4,000	2,638	4,097	16,921	48,964	77,779
FORD	25,950	20,864	25,007	101,810	317,324	450,438
GMC	6,487	5,228	6,494	26,205	93,366	12[illegible]91
INTERNATIONAL	1,576	1,117	1,584	6,668*	17,600	2[illegible]840
VOLKSWAGEN	.....	146	.....	.....	2,062	.....
JEEP	3,700	2,278	3,721	14,781	26,700	70,811
NISSAN	1,900	.....	1,977	7,171	.....	35,134
AM GENERAL	50*	50*	50*	240*	900*	990*
MISCELLANEOUS	1,000*	1,000*	1,000*	4,800*	18,000*	19,600*
Total Trucks, U.S.	63,926	51,563	62,700	256,669	801,743	1,173,431

CANADIAN TRUCK PRODUCTION

	Week Ended May 12, 1984	Week Ended May 14, 1983	Week Ended May 5, 1984	April Total	Jan. 1, to May 14, 1983	Jan. 1, to May 12, 1984
CHRYSLER CORP.	8,160	2,704	8,903	31,401	51,321	136,147
FORD MOTOR	3,400	3,553	3,423	13,068	49,523	61,351
GENERAL MOTORS	6,248	5,715	5,801	25,503	91,603	117,359
INTERNATIONAL	172	248	160	601*	2,967	2,703
Total Trucks, Canada	17,980	12,220	18,287	70,573	195,414	317,560
N. American Trucks	81,906	63,783	80,987	327,242	997,157	1,490,991

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U.S. CAR PRODUCTION

	Week Ended May 12, 1984	Ended Week May 14, 1983	Week Ended May 5, 1984	April Total	Jan. 1, to May 14, 1983	Jan. 1, to May 12, 1984
AMERICAN MOTORS	4,800	3,700	4,801	14,395	63,996	73,858
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	4,800	3,700	4,801	14,395	59,925	73,858
Alliance	2,750	3,700	2,716	8,249	59,925	39,984
Encore	2,050	.....	2,085	6,146	.....	33,874
CHRYSLER CORP.	27,900	18,293	26,677	111,113	307,321	498,383
Plymouth Total	8,300	6,150	8,530	33,211	112,950	148,368
Horizon	3,500	2,098	4,075	13,212	37,086	60,877
Reliant	4,000	3,848	3,693	17,080	74,203	76,716
Caravelle†	250	204	210	842	1,661	3,546
Gran Fury	550	.....	552	2,077	.....	7,229
Chrysler Total	9,800	4,975	8,634	38,144	73,501	165,960
LeBaron	3,100	2,413	2,655	11,437	35,119	49,612
Laser	1,900	.....	1,637	6,060	.....	30,305
Chrysler E-Class	2,500	2,562	2,302	9,660	38,302	41,867
Fifth Avenue	2,300	.....	2,040	10,987	.....	44,176
Dodge Total	9,800	7,168	9,513	39,758	120,870	184,055
Omni	2,300	3,179	3,089	12,533	41,354	55,473
Aries	3,600	2,458	2,829	12,721	51,942	60,812
Daytona	1,100	.....	959	4,529	.....	23,187
Dodge 400	.....	930	.....	.....	12,294	.....
Dodge 600	1,700	601	1,650	7,399	15,280	32,088
Diplomat	1,100	.....	986	2,576	.....	12,495
FORD MOTOR	39,170	33,906	38,679	159,045	534,436	668,314
Ford Division	25,500	21,249	25,745	101,547	349,389	437,738
Escort	7,627	5,895	8,338	30,822	99,221	135,445
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	3,075	3,355	3,150	12,760	47,748	49,380
LTD	4,097	3,730	4,231	17,210	67,591	86,910
Thunderbird	3,631	4,899	3,470	14,282	74,461	61,611
Crown Victoria	1,595	2,018	1,591	6,777	33,845	30,735
EXP	555	.....	626	2,372	1,184	12,338
Tempo	4,920	1,352	4,339	17,324	1,611	61,319
L-M Division	13,670	12,657	12,934	57,498	185,047	230,576
Mercury Total	9,557	9,995	9,491	44,043	145,834	166,552
Lynx	1,207	1,373	1,337	6,550	24,863	27,033
Capri	547	678	490	1,913	8,765	7,162
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	2,798	1,950	2,662	11,141	26,968	41,575
Cougar	1,957	3,294	2,119	11,703	35,104	38,511
Grand Marquis	2,035	2,216	2,023	7,698	40,422	35,406
LN7	.....	.....	.....	.....	290	.....
Topaz	1,013	484	860	5,038	821	16,865
Lincoln Total	4,113	2,662	3,443	13,455	39,213	64,024
Continental	1,086	261	911	3,316	6,622	13,130
Lincoln	2,570	1,506	2,153	8,421	19,350	36,843
Mark VI/VII	457	895	379	1,718	13,241	14,051
GENERAL MOTORS	93,448	80,370	90,015	373,715	1,352,836	1,828,733
Buick Division	20,139	18,532	20,282	79,776	313,309	390,355
Skylark	2,085	1,677	2,017	7,646	34,650	36,885
Skyhawk	2,985	1,682	3,076	13,351	26,814	62,552
Century	4,082	3,331	4,729	18,475	53,161	85,655
Regal	4,770	5,261	4,687	18,492	95,153	86,241
Buick	3,816	5,694	3,537	13,822	87,984	87,523
Riviera	971	887	889	3,768	15,547	20,940
Electra (fwd)	1,430	.....	1,347	4,222	.....	10,559
Cadillac Division	6,436	6,604	5,571	28,673	125,759	129,565
Cimarron	413	329	304	1,422	8,606	7,597
Seville	965	765	877	3,701	13,654	16,092
Eldorado	1,827	1,718	1,662	7,023	29,534	29,796
Cadillac	1,618	3,792	1,458	12,067	73,965	64,855
DeVille (fwd)	1,613	.....	1,270	4,460	.....	11,225
Chevrolet Division	33,327	26,873	31,852	137,930	414,409	629,551
Chevette	5,782	4,405	5,434	23,328	70,935	90,680
Cavalier	8,478	6,778	8,245	34,871	88,930	157,772
Celebrity	5,718	2,822	6,835	25,276	29,414	114,128
Camaro	5,507	3,820	3,809	22,994	68,928	99,724
Citation	2,327	1,851	2,349	11,057	39,391	42,237
Malibu/El Camino	913	3,022	829	3,173	56,252	13,501
Monte Carlo	1,050	2,152	850	5,023	33,769	53,252
Chevrolet	2,927	1,590	2,894	9,919	19,448	45,538
Corvette	625	433	607	2,289	7,342	12,719
Oldsmobile Division	22,384	19,452	21,242	85,780	363,854	458,965
Omega	985	873	1,059	4,754	23,360	20,389
Firenza	1,865	972	1,809	7,018	17,510	29,769
Cutlass Supreme	3,993	5,384	4,115	17,640	106,396	129,191
Cutlass Ciera	5,615	4,474	5,952	24,613	68,573	105,394
Oldsmobile	7,199	6,987	6,062	22,757	132,605	145,132
Olds 98 (fwd)	1,680	.....	1,289	4,969	.....	11,425
Toronado	1,047	762	956	4,027	14,910	17,665
Pontiac Division	11,162	8,909	11,068	41,556	135,505	220,297
Acadian†	650	458	649	3,424	5,821	8,442
2000 Sunbird	3,153	2,783	3,686	10,916	35,851	56,163
1000	1,279	1,451	1,320	4,829	12,967	17,821
Firebird	2,289	1,786	1,843	9,788	32,861	42,184
Phoenix	773	378	719	1,712	11,068	7,360
Grand Prix/Bonneville	.....	2,053	.....	.....	36,937	29,733
Parisienne	318	.....	269	1,139	.....	11,916
Fiero	2,700	.....	2,582	9,748	.....	46,678
HONDA	2,875	1,022	2,851	11,216	10,465	46,494
VOLKSWAGEN	2,350	1,942	2,548	9,352	39,317	44,067
Total Cars, U.S.	170,543	139,233	165,571	678,836	2,308,371	3,159,849
Total Cars, Canada	24,502	27,994	23,667	97,020	377,998	424,304
N. American Cars	195,045	167,227	189,238	775,856	2,686,369	3,584,153
N. American Trucks	81,906	63,783	80,987	327,242	997,157	1,490,991
North American Cars and Trucks	276,951	231,010	270,225	1,103,098	3,683,526	5,075,144

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

C2700-1 A

Automotive News

May 21, 1984

© Entire contents copyright, 1984, by Crain Automotive Group, Inc. All rights reserved.
Reproduction or use of editorial content in any manner without permission is strictly prohibited.

59th year—$40 per year, $1.00 per copy

GM, Toyota set December for startup at Fremont plant

By Matt DeLorenzo
Los Angeles Reporter

FREMONT, Calif. — New United Motor Mfg., Inc. (NUMMI), last week announced it intends to produce its first car by December and introduced the management team at a press conference here.

Headed by President and Chief Executive Officer Tatsuro Toyoda, NUMMI is owned equally by Toyota Motor Co. and General Motors and has taken over the shuttered GM assembly plant to produce a small Corolla - class vehicle for distribution in 1985 by Chevrolet dealers.

The top management of the company has a decidedly Japanese look, with eight of the top 13 slots filled by personnel from Toyota. Only two of the officials are from GM with three coming from companies other than NUMMI's parents.

In addition to Toyoda, other officials coming from the Japanese car company include Kan Higashi, executive vice president; Kosuke Ikebuchi, vice president, manufacturing; Kiyoshi Hibino, general manager, inspection; Yasumasa Nishi, general manager, finance and treasurer; Nobuyoshi Nishioka, chief coordinator, engineering staff group; Koichiro Noguchi, general manager, purchasing, and Susumu Uchikawa, general manager, production control.

Joining NUMMI from GM are Robert Hendry, general manager, general affairs and comptroller, and Alan Perriton, advisor, materials management. Hendry formerly served on GM's Financial Staff, and Perriton was director, Materials Management Staff.

Gary L. Convis, general manager, plant; D. William Childs, general manager, human resources, and Dennis Cuneo, gen-

Continued on Page 73, Col. 1

Rogers' Rascal

Three-wheeled prototype microvan

Rogers Intr Auto, Inc., Vancouver, B. C., is debuting this prototype three-wheeler, called the Rascal, at the Los Angeles Auto Expo this week. The 126-inch-long microvan rides on an 88-inch wheelbase. Production is scheduled to start next year. Story on Page 38.

breaking news

Dodge dropping Rampage

DETROIT.—Chrysler is planning to discontinue its domestic small Dodge Rampage pickup truck, beginning with the '85 model year. Dealers, who were notified last week, attributed the move to sagging sales and the vehicle's lack of clearcut identity as either a car or truck. The Plymouth version, Scamp, was discontinued last year.

Art Center to confirm Swiss campus

VEVEY, Switzerland. — Art Center College of Design, Pasadena, Calif., will shortly confirm details of the European campus it is to establish near here. The development appears set to become a serious alternative to the London Royal College of Art's Automotive Design Unit, the only one of its kind in Europe.

BMW forms high-tech venture

MONTVALE, N. J.—BMW of North America has formed a venture capital company called BMW Technology Partners to invest in high-technology industries applicable to its business. Partners are Churchill International, of San Francisco, and BMW Ventures, a subsidiary of BMW AG, as well as BMW of North America.

Cash incentive offered on Tempo, Topez

DETROIT.—Ford Motor is running a dealer cash incentive on Tempo and Topaz from May 11 to June 10. Dealers get nothing for 0-20 percent of a Tempo or Topaz objective; $250 per unit for 20-60 percent of objective, and $400 for 60 percent and over, nonretroactively.

U.S. dealer total continues to rise; up 7 for quarter

By John K. Teahen Jr.
Managing Editor

Reflecting the happy days in the auto industry, the number of dealerships handling domestic makes of passenger cars increased during the first quarter of this year.

The rise was small — only 7 outlets — but any upturn at all is unusual in the first three months of the year.

The latest Automotive News census found 20,848 domestic-car establishments in business on April 1, compared with 20,841 on Jan. 1.

It is the only first-quarter gain in the 23 years that Automotive News has been compiling dealer totals on a quarterly basis, and it's safe to say that there have been mighty few other years in "modern history" when the total has climbed in the January-March period.

Possibly in 1955 and/or 1950, when the dealer count went up for the full year, and certainly in some of the early post-World War II years when the manufacturers were rebuilding their retail organizations.

This year's rise of 7 compares with a dip of 48 in the first three months of 1983. The 1983 figure was encouraging since it followed first-quarter drops of 276 in 1982, 221 in 1981 and 258 in 1980.

• Last year, the industry trimmed its dealer loss to 28 in the second quarter and then had increases of 94 in the third quarter and 24 in the fourth for a full-year advance of 42 outlets. It was the first full-year gain since 1955.

In the first quarter of this year, Chrysler Corp. showed a rise of 30 outlets and Ford Motor Co. was up seven. There were slips of 15 for American Motors-Renault, 10 for General Motors and six for Volkswagen. Factoring in a change in the number of intercorporate duals gave the domestic industry a gain of 7.

The first-quarter advance marked the third consecutive quarter in which the domestic dealer count has climbed. At the risk of being repetitious, it's the only time that has happened in the 23 years for which quarterly figures are available.

In fact, there have been only five other quarterly upturns during those 23 years, and three of those occurred in 1963 and 1964. The others were the first quarter of 1973 and the fourth quarter of 1977.

All figures in this article and in the accompanying tables refer to the net change in the dealer population, both for the individual corporations and car lines and for the domestic industry as a whole.

• Franchise totals continued to grow in the first quarter of this year. Each of the Chrysler Corp. makes had a sizeable upturn, and there were advances for every Ford Motor Co. make and for four of the GM lines.

Plymouth fared best, adding 39 franchises, followed by gains of 36 for Chrysler and 35 for Dodge car. Mercury added 13 selling agreements; Ford car, 8, and Lincoln, 7. At GM, there were jumps of 10 each for

Continued on Page 73, Col. 4

U. S. CAR OUTLETS

	April 1, 1984	Jan. 1, 1984
American Motors-Renault	1,511	1,526
Chrysler Corp.	3,894	3,864
Ford Motor Co.	5,515	5,508
General Motors	10,030	10,040
Volkswagen	900	906
TOTALS	21,850	21,844
Minus Intercorporate Duals	1,002	1,003
NET DEALERS	20,848	20,841

Copyright, 1984, Automotive News

U. S. dealers complain they can't compete

More Americans shopping for new cars in Canada

By Richard Johnson
Staff Writer

Some U.S. dealers along the Canadian border have reported an increase in the number of U.S. citizens buying cars in Canada to take advantage of a favorable exchange rate and the lack of an import duty.

The

NEWSPAPER
AN
MD20814ACQEOEACQOE FMJT M
ACQ EDITOR
ACQ EDITOR SRI
CONGRESSIONAL INFO SERV
4520 EAST-WEST HWY STE800
-DA MD 20814

new along the border, but dealers is some areas—particularly in upper New York state and Maine—say crossover sales have picked up in recent months.

With the American dollar now valued at almost $1.30 against the Canadian dollar, spokesmen at some U.S. outlets say they with Canadian dealerships on certain models.

Depending on the car, U.S. dealers have cited price differences for customers ranging from a few hundred dollars to $2,500. An official with the Federation of Automobile Dealer Assns. of Canada (FADA) estimated that U.S. citizens can realize a savings of 8-10 percent on some cars.

The situation has prompted a few dealer organizations in the U.S. to contact both auto manufacturers and Washington lawmakers in search of a solution. But the matter has been overshadowed by the broader issue of overall U.S.-Canadian trade relations.

Purchases by U.S. citizens in Canada are already limited by differences in emission and safety standards between the two countries. Most cars sold north of the border cannot pass U.S. Customs without expensive modifications. But buyers can apparently reap benefits on cars which qualify for passage to the states without major alterations.

The 1965 U.S.-Canadian Automotive Trade Agreement basically allows Canadian vehicles to enter the U.S. duty-free so long as less than half the material value was imported to Canada from countries other than the U.S.

U.S. customers are entitled to a refund of Canada's 9 percent excise tax on vehicle purchases and may also apply for reimbursement of provincial sales taxes, which range from 7-9 percent, once cars are registered in the U.S.

But dealers in the U.S. have complained that retail trade terms between the two countries are not reciprocal. Although the U.S. implements a

Continued on Page 72, Col. 1

35-hour week is chief issue

German strike leads to quick shutdowns

By Richard Feast
European Editor

STUTTGART, West Germany. — The year-long phoney war over working hours in West German industry ended last week.

A series of carefully aimed pin-prick strikes brought nearly all of the auto industry's production to a halt and hastened the prospect of wide-scale lockouts by employers.

The effect of the component strikes was very rapid. By Friday (May 18), the picture across Germany was bleak:

Audi—Closure on Friday.

BMW—Car production finished Thursday, motorcycle production Friday.

Daimler-Benz — Car production at Sindelfingen and trucks at Wuerth closed Thursday. Limited output of components at Unterturkheim and cars at Bremen. Bus production continues at Manheim with great difficulties.

Ford—Some production still possible, "but we don't know for how long," said a spokesman.

MAN—Production finishes today (Monday).

Opel—Center of Hesse action which begins today (Monday). No production likely.

Porsche—Production winds down at the end of today (Monday).

Volkswagen—Production possible today and tomorrow (Tuesday) but closure likely Wednesday.

The likely effects of the dispute should not be under-estimated. Within a few days the ripple will, for instance, reach tire makers in Germany, component buyers in Sweden and auto customers in the U. S.

Following last week's targets in the northern part of the state of Baden-Wurttemburg—Boscn and other suppliers—this week's focus is the giant General Motors plant belonging to Adam Opel in the state of Hesse.

What is at issue is the length of the working week. Many German unions want it reduced from 40 to 35 hours, something which they believe could cut the country's 2.4 million unemployment roll by half.

IG Metall, the world's largest union, is making the running. Its 2.6 million members are employed in the metal working industries, including the auto industry. But instead of calling a widespread strike, the union has concentrated its attack on the most prosperous locations —the states of Baden-Wurttemburg and Hesse — where unemployment is the lowest in Germany.

Areas of high unemployment, such as the Ruhr steel-making centers, are not targets.

• There is no doubt that IG Metall has selected its target very well. Around Stuttgart, the Baden-Wurttemburg capital, there are auto makers like Daimler-Benz and Porsche. There are component makers like Mahle (pistons), BBS (wheels) and Beahr (radiators). There is also Bosch.

Bosch is a major supplier of fuel systems and electrical equipment to vehicle makers around the world, not just in Germany.

The situation for auto makers is further aggravated by the recent adoption of lower component stocking. The use of Japanese-style daily deliveries gives the makers no buffer stocks on which to draw.

German laws do not allow unions to hit more than one state at a time. Thus, this week's concentration will be on Opel — currently still riding the crest of a European sales surge — and will return to Baden-Wurttemburg next week.

IG Metall is reputedly set for a long dispute. It is alleged to hold reserves of $725 million, with $165 million immediately available in cash. At present, it has to pay only those members directly involved in the dispute, around 13,000 in 14 factories.

• The real test will emerge when employers decide — as seems highly likely — on lockouts because the lack of components will not allow production to continue. Just who will pay those laid-off employes has not been established in German law. It is at this point, probably some time this week, that the episode will turn nasty.

Attitudes on both sides seem just as divided as when the shorter working week was first discussed during last summer's wage negotiations. It has been a constant topic ever since, and last fall's Frankfurt Auto Show was overshadowed by the protracted negotiations.

These are carried out in each state by the union, IG Metall, and the employers' federation, Gesamtmetall. Individual companies, such as those from the auto industry, are observers to the process.

It soon became clear that the auto industry would be the key thrust of the campaign. It employs some 680,000 people directly, a further 900,000 in supply companies and altogether affects one in seven of the population.

It has recovered well from the recession, and some companies are positively blooming. Of last year's total production of 4.7 million units, 2.37 million were exported. With a value of $26 billion, the sector is far more significant for the country's trade balance than any other.

• Employers say the 35-hour week — which is also combined with a wage increase of just over 3 percent — will increase costs by 16 to 20 percent. They say they cannot afford this extra burden to their competitiveness when it is not occuring elsewhere. At Opel and Ford they envisage customers turning to Japan: At Mercedes and BMW, they say would-be customers will slip away to Volvo and Jaguar.

In addition, employers maintain that while German industry wages soared in the 1960s and '70s — with the inevitable introduction of automation in the factories as a consequence—the education system was not producing enough engineers.

"Today in Germany we have too many teachers and not enough engineers," commented one company executive.

German politics are not usually enmeshed in industrial disputes. But in the run-up to the current confrontation the ruling center-right coalition led by Chancellor Kohl's Christian Democrats lined up behind the employers and the opposition SPD (Social Democrats) behind the unions.

With no established conciliation service in the country, there are few avenues to travel looking for any kind of settlement.

Nissan, mayors dedicate office

Mayors of three nearby communities helped Nissan officials dedicate the new Portland (Ore.) regional office of Nissan Motor Corp. in U.S.A. At open house ribbon-cutting ceremonies are, from left: Jim Darr, mayor of Hillsboro, Ore.; James Watson, Nissan's Portland regional manager; Frank Ivancie, mayor of Portland; Tetsuo Arakawa, president of Nissan U.S.A., and Jack Nelson, mayor of Beaverton, Ore.

Will curb bonuses, prices, outsourcing if UAW and U. S. do their part

Iacocca offers deal on auto issues

By Michelle Krebs
Financial Editor

Chrysler Chairman Lee Iacocca last week vowed to restrain executive bonuses, car prices and outsourcing if the UAW agreed to work-rule changes and the Reagan Administration addressed fair-trade issues.

In a speech to the League of Women Voters convention in Detroit, Iacocca called upon U. S. Trade Representative William Brock and other trade officials to hold a "woodshed talk" with the Big Three auto makers and the UAW.

"We've had enough rhetoric and enough finger pointing," he said. "It's time for some action.

"I'd like to find out where the Administration and the leaders of both parties really stand on jobs, prices and fair trade, and where General Motors, Ford and the UAW stand and what they're willing to contribute."

Iacocca proposed freezing car prices and outsourcing as well as restraining executive bonuses to half of what GM and Ford pay in bonuses. Chrysler executives have not yet received bonuses for 1983. A bonus proposal is on the ballot for the June 7 shareholders' meeting.

In return, Iacocca said he would expect work rule modifications from the UAW that would allow the auto maker to be more competitive. He also called upon the union to tie wage increases to productivity and quality improvements and "to get serious" about trimming medical costs, now averaging $600 on every car.

"I'm not talking about concessions or rollbacks. I just want to know that labor will pick up its part," he said.

• As for the Federal Government's role, Iacocca demanded that the issue of the "unfair playing field" — that of Japan's advantage because of the yen value and tax structure — be addressed.

While GM, Ford and Brock had no comment on Iacocca's remarks, the UAW issued a statement that "with some reservations," it supported Iacocca's general goals and would participate in discussions proposed by the Chrysler chief.

Iacocca also criticized the Reagan Administration and the news media for making a "war dance" of auto executives' salaries and bonuses.

Trade Representative Brock had blasted Ford and GM for the large bonuses and salaries paid to executives while the Japanese are voluntarily restraining the number of cars they export to the U. S. Brock, claiming the American public "was had" by the Detroit auto makers, suggested ending the import restraints.

"We got clobbered when we lost money, and we get clobbered when we make money," Iacocca responded.

He said the Reagan Administration should focus its attention not on the auto makers' salaries and profits but on the federal budget deficit and the trade deficit — "the national scandal."

14 pct. of Fiero sales clinched in California

ENCINO, Calif.—April Fiero sales totaled 1,368 in California and represented 14 percent of national Fiero dealer deliveries, Pontiac said.

Pontiac's overall daily selling rate in California was up 99 percent over April, 1983.

Volvo slates U. S. tour for futuristic LCP

DETROIT. — AB Volvo is sponsoring a U. S. tour for its advanced manufacturing showcase, dubbed the Light Component Project (LCP) — a high-tech tour de force it unveiled at the Geneva Auto Show in March.

With the LCP, Volvo joins the ranks of manufacturers seriously studying variations of the modular assembly concept now being embraced by General Motors in its Saturn Project and other future car programs.

IH to end production of gas-powered trucks

CHICAGO.—The International Harvester Truck Group will discontinue production of gasoline-powered trucks, Dec. 1.

"We have studied this option at length and believe that the commitment of resources to the IH diesel program is, in the long-run, serving the best interests of our customers," said Neil A. Springer, Truck Group president.

"Diesel engines offer a number of significant advantages over comparable gasoline-powered engines," Springer added.

"Our experience has proven that diesels provide more usable power at lower engine-operating speeds, offer a considerable fuel-savings advantage, and cut maintenance costs since they don't require tuneups of the type normally associated with gasoline-powered alternatives."

"Finally, because diesels are more durable, they offer a longer service life and higher resale value," he said.

Another consideration involves the impact of future EPA emission standards on tomorrow's gasoline engines.

"With substantial investments, the EPA standards can be met, but it appears so only at the expense of fuel economy, performance, reliability and durability," Springer said. "We feel such sacrifices do not serve the best interests of the truck-buying public."

He said a complete family of International mid-range diesel alternatives will be available in 1985, consisting of four different horsepower offerings of the IH DT-466, two versions of the IH 9.0-liter diesel, and two horsepower offerings of the 6.9-liter mid-range diesel.

The Truck Group also will cease production of two V-8 gasoline engines at the Indianapolis plant which manufactures the 6.9-liter diesel.

index

Auction reports	58, 60
Automotive World News	39
Classified advertising	61
Editorial page	10
Engineering	20
Obituaries	73
Production by makes	74
Truck highlights	16

59th year — No. 5023

AUTOMOTIVE NEWS (ISSN 0006-1581) is published weekly except semiweekly the fourth week in April at 965 E. Jefferson Avenue, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

Target is 40 to 50 pct. local content, Runyon says

Nissan details plans for Smyrna

By Marjorie Sorge
Labor Editor

The Nissan Sentra to be assembled at Nissan Motor Mfg. Corp.'s plant in Smyrna, Tenn., beginning next April will initially have 40 to 50 percent domestic content, according to NMMC President Marvin T. Runyon.

Runyon told AUTOMOTIVE NEWS that NMMC is "shooting for" that percentage when production begins and hopes to increase the content as quickly as possible. Trucks currently produced at the plant have 42 percent U. S. content.

NMMC plans to go to its current U. S. suppliers first to see if they can produce the products for the Sentra.

Engines for the car will be made in Japan while engines for the trucks will come from Nissan's new plant in Mexico as soon as that plant begins production, Runyon said. There are currently no plans to import the car engines from Mexico.

According to Runyon, it is not economically feasible to add an engine facility to the Smyrna plant until production reaches 350,000 to 500,000. The current annual capacity at Smyrna is 240,000, which it plans to reach in mid-1987.

Stampings for the Sentra will eventually be totally produced at Smyrna, but initially they will come from that plant as well as Nissan facilities in Japan, he said.

The move to produce cars at Smyrna is part of Nissan Motor Co.'s worldwide plan of becoming an international company, which will build more vehicles overseas and adopt more joint ventures, Runyon said. Nissan wants to take 10 percent of the world market by 1990, he said.

• According to Runyon, the Voluntary Restraint Agreement (VRA) had no bearing on the company's decision to build cars at Smyrna.

The Smyrna plant will be building cars and trucks on the same line on one shift beginning next April and hopes to add a second shift in September, 1985. Runyon said the ideal situation would be to have separate lines, but that change will depend on the marketplace.

Running both the Sentra and the small pickup truck on one line poses a slight problem since the car is front-wheel-drive and the truck is rear-wheel-drive. RWD engines have traditionally been inserted from the bottom while FWD engines are placed from the top.

When cars are added to the plant, truck production will be reduced to allow for the Sentra output, but Runyon emphasized that that move is not because truck sales are faltering.

He said Nissan sold 137,000 trucks in 1983, up 27 percent from the previous year. Sales have continued to be good in 1984. In February, Nissan sold 23,028 trucks and in March it sold 22,769.

While it will be another two years before NMMC sees a substantial profit, Runyon said the company will see a slight profit next year. He said the addition of the Sentra will help increase that profit because it will keep the fixed costs down and the volume up.

Adding the Sentra will also require hiring an additional 1,100 workers. Some maintenance technicians will be hired within the next few months and some of them will be sent to Japan to study as Nissan did with many of the workers hired for the truck operation.

So far, no decision has been made on how many will be sent or where they will be trained, Runyon said. Nissan builds the Sentra at its Zama and Murayama plants.

• Besides adding a new vehicle to the Smyrna operation, few other things will change. Runyon will be in charge of both the truck and car operations.

Like the truck, the Sentra will be priced the same as its Japanese sister. And, again like the truck, Sentras built at Smyrna will be sold basically east of the Rocky Mountains. The rest of the nation will sell Sentras imported from Japan.

The Smyrna plant will never build the total volume of cars needed for the U. S. market so, in case of a downturn, there will not be a need for layoffs, Runyon said. The Japanese-built vehicles will make up the rest of the sales need.

There are currently no plans to build any other models in the U. S. but there is plenty of room on the 782-acre site to expand the plant.

According to Runyon, the paint plant can be doubled without touching the original facility and, if production should be increased over the current 240,000 annual capacity, another trim and chassis plant would have to be built. There is also more than enough room to expand the stamping operation.

Meanwhile, the Smyrna plant remains non-union and there has been little interest on the part of workers in organizing. But UAW Vice President Stephen P. Yokich, head of the UAW organizing department, maintains the plant will be organized in the future.

Special car for special kids

Bonnie Quantrell, president of Quantrell Cadillac, Lexington, Ky., presents the keys to a 1984 Sedan DeVille to Pete Owens, chairman of the Kentucky Special Olympics. Attending the presentation along with six special Olympians were: Rep. Larry Hopkins, left, Kentucky Republican, and Dave Kirchner, executive director, Kentucky Special Olympics.

Pontiac expects big volume for its new '85 Grand Am

By Joseph Bohn
Marketing Editor

Pontiac sees an opportunity to make Grand Am its second-best selling car in '85 and its volume leader in the "not too distant future," according to Ed Benson, assistant general sales manager.

That's one of the reasons it will throw more advertising/marketing weight behind the new sporty model than last fall's splashy Fiero introduction.

The Grand Am is one of the GM20 cars that will go on sale this fall.

The total market for a car like Grand Am, Benson said, is 5-5½ times larger than for a Fiero-type vehicle.

But, at the same time, the 25-to-44-year-old "new values" group it's aimed at will be a tough sell. Some 60 percent consider imports, and 40 percent buy them, Pontiac research indicates.

This time out, too, Pontiac doesn't have the volume of advanced press it had with Fiero.

The latter's revolutionary production techniques and design captured considerable attention from the business, enthusiast and auto press for 1½ years before its introduction "which did an awful lot of the (communications) job for us," Benson noted.

By contrast, he characterized Grand Am as "more evolutionary than revolutionary. On that basis, we have a tremendous communications job in its segment of the market."

Some observers feel that Pontiac (and other GM divisions) may hedge their advertising bets this fall, because of the possibility of a strike. But Benson said that wasn't the case.

"The only thing we can do is plan for uninterrupted production. We cannot and wouldn't hedge," Benson said, adding it would be "foolish" to plan an interruption.

He added that "contingencies worked into arrangements on media buys" generally help protect advertisers such as Pontiac from big losses in case of unforeseen events like a strike.

Honda reaches capacity output at Ohio plant

MARYSVILLE, O. — Production at the Honda automobile plant here has attained full capacity of 600 cars per day, on two shifts, for a rate of 150,000 units annually.

The $250 million facility, which began production in November, 1982, produces three-door and four-door Accords on two shifts. Total employment of Honda of America, including motorcycle production, is now 2,300.

Honda recently began work on a $240-million, 700,000-square-foot expansion of the automobile plant. When it is completed in 1986, Honda will be manufacturing the Civic model, in addition to the Accord.

12 GM dealers stage 5th annual Silverdome Sale

PONTIAC. — Twelve dealers in this area staged their fifth annual GM Dealers Silverdome Sale last week.

Russ Shelton, Shelton Pontiac, Rochester, chairman of the event, anticipated selling a record 1,000-plus cars and trucks during the event. The previous high mark was 827 units sold in 1980.

The sale featured radio personalities, entertainment and 1,500 new GM vehicles on display.

As part of the hoopla, dealers released helium-filled balloons worth $150,000 in discounts. Each balloon was tagged with a card worth $100 to the finder toward purchase of a new vehicle, according to Al Dittrich, co-chairman and owner of Al Dittrich Oldsmobile, Pontiac.

New-car sales climb again; travel rate tops 9 million

By Jenny L. King
Staff Writer

New-car sales in early May climbed some 70,000 units above the total for the same period one year ago and were travelling at a rate in excess of nine million.

Ford Motor Co. paced the major U. S. auto makers with its 53.31-percent sales increase May 1-10. The domestic industry's total for the period was the best since 1979, and year-to-date sales were 33.93 percent ahead of the 1983 figure.

Retail deliveries in the first May period this year numbered 238,240, up 41.15 percent from 168,785 in 1983. The recent period had the advantage of an extra selling day — 9 vs. 8 a year earlier—and the daily rate of 26,471 was up 25.47 percent from 21,098.

Ford Motor Co. reported sales of 54,537 new passenger cars, up 53.31 percent from 35,574. General Motors sales were up 45.09 percent, to 148,431 from 102,302. Chrysler Corp.'s 26,359 total was up 15.93 percent from 22,737.

American Motors reported estimated sales of 4,050 AMC and domestic Renault products, down 20.59 percent from 5,100. Honda was up 147.90 percent, to 3,126 from 1,261, and Volkswagen slipped 4.09 percent, to 1,737 from 1,811.

• GM climbed to 62.30 percent of the domestic market for the period from 60.61 percent in 1983. Ford climbed 22.89 percent, up from 21.08 percent. Chrysler sales accounted for 11.07 percent, down from 13.47 percent.

AMC dropped to 1.70 percent from 3.02 percent of the market; Honda had 1.31 percent, up from 0.75 percent, and VW dropped to 0.73 percent from 1.07 percent.

Oldsmobile set a record for the period with sales of 38,062, up 44.84 percent from the year-ago 26,278, and demolishing the former record of 32,639 set in 1978.

Other GM makes scored well, if short of records: Buick was up 11.64 percent, Cadillac was up 24.30 percent, Chevrolet was up 65.43 percent and Pontiac was up 64.67 percent.

At Chrysler Corp., Plymouth sales were down 15.71 percent, Chrysler was up 48.82 percent and Dodge was up 34.26 percent.

Ford was up 42.87 percent, Mercury was up 74.70 percent and Lincoln was up 91.19 percent.

Whereas Renault was up an estimated 7.58 percent, AMC plunged 72.22 percent. VW dipped 4.09 percent and Honda more than doubled its sales, to 3,126 from 1,261.

Year-to-date sales reached 2,953,667, up 33.93 percent from 2,205,357. The annualized figure, based on May 1-10 sales, stood at 9.6 million domestic units.

DOMESTIC SALES

	May 1-10, 1984	May 1-10, 1983
Renault		
Alliance/Encore	3,550†	3,300†
AMC	500†	1,800†
AMERICAN MOTORS	4,050†	5,100†
Chrysler	8,170	5,490
Imperial	.....	36
Plymouth	8,297	9,843
Dodge	9,892	7,368
CHRYSLER CORP.	26,359	22,737
Ford	35,678	24,972
Mercury	14,951	8,558
Lincoln	3,908	2,044
FORD MOTOR CO.	54,537	35,574
Buick	25,014	22,405
Cadillac	9,816	7,897
Chevrolet	54,336	32,84(
Oldsmobile	38,062	26,278
Pontiac	21,203	12,876
GENERAL MOTORS	148,431	102,302
VOLKSWAGEN	1,737	1,811
HONDA	3,126	1,261
U. S. INDUSTRY TOTAL	238,240	169,785

† estimated

Hoernig to head Mercedes R&D

STUTTGART, West Germany. — Daimler-Benz has named Rudolf Hoernig a member of the board of management for research and development.

He succeeds Werner Breitschwerdt, who was named chairman in December.

Sports/utility vehicle joins Toyota lineup

A sports/utility vehicle called the 4Runner has been introduced in the U. S. by Toyota Motor Sales, U.S.A., Inc. There are two models, a deluxe truck version with seating for two and an SR5 passenger-car version that seats five. Both models feature a removable rear top.

Toyota 4Runner eyes sports/utility buyers

TORRANCE, Calif. — Toyota's new 4Runner sport/utility vehicle combines the benefits of a station wagon with those of the firm's compact 4x4 pickups.

The 4Runner will be available in a deluxe truck version that seats two, and an SR5 passenger-car version that seats five.

It features the aerodynamic front-end styling of the Toyota 4x4 truck, a detachable rear top, large glass area, steel roll bar, and a rear power window that lowers into the tailgate.

The 2.4 - liter, four - cylinder, overhead-cam engine found in Toyota 4x4 trucks also powers the 4Runner.

Toyota said its research indicates sports/utility truck buyers are slightly older and more likely to be married than its 4x4 customers. However, the company said there is enough overlap in the demographics of both classes to assure the 4Runners' appeal to many customers looking at Toyota's four-wheel-drive trucks.

• "Nearly 30 percent of our 4x4 truck buyers report that they either bought their truck with a camper shell installed by the dealer or had one installed later," said Warren Christell, marketing vice president, Toyota Motor Sales, U.S.A., Inc.

"We think the 4Runner models are right on track for those buyers and for families who want the extra passenger carrying capability of a station wagon in an off-road tough 4x4."

He added that "industry sales forecasters predict that the sports/utility market will expand in the next few years by nearly 50 percent. And a majority of that expansion will be in

Continued on Page 37, Col. 5

Truck calendar

May 18-23 — Truck Trailer Manufacturers Assn. annual convention, Palm Beach, Fla.

May 23-25 — New England Truck Show, Hynes Auditorium, Boston.

Aug. 7-12—30th annual Midwest RV Show, Notre Dame University campus, South Bend.

Sept. 30-Oct. 3 — TRUCK '84, American Trucking Assns. convention and exposition, Las Vegas Hilton/Las Vegas Convention Center, Las Vegas.

Sept. 30-Oct. 3 — 37th Annual Convention & Exposition, Truck Body & Equipment Assn., MGM Grand Hotel & Convention Center, Las Vegas.

Oct. 13-18 — Recreation Vehicle Dealers Assn., annual convention, Sheraton World, Orlando, Fla.

Oct. 31-Nov. 11—32nd Annual RV & Manufactured-housing Show, Dodger Stadium, Los Angeles.

Nov. 27-30 — 22nd annual show, Recreation Vehicle Industry Assn., Kentucky Fair & Exposition Center, Louisville.

Dec. 3-6—SAE annual truck and bus meeting, Hyatt Regency Hotel, Dearborn.

1985

Feb. 14-17 — Seventh Annual Convention, Truck Renting & Leasing Assn., The Registry, Scottsdale, Ariz.

April 13-16 — 22nd Annual Convention & Exposition, NADA American Truck Dealers Division, Sheraton Washington, Washington, D.C.

truck industry news

Total climbs to 1,333,796, up 2.3 pct. over 1978 mark

4-month truck sales hit new high

Four - month sales of new trucks of all types in the U. S. reached their highest level in industry history, and the April total was the second-highest for that month.

During the January-April period, according to factory and distributor reports, franchised dealers and factory outlets retailed 1,333,796 units, up 2.3 percent from the previous high of 1,303,947 established in 1978 and 45.2 percent above last year's 918,605 units.

In April, 350,230 new trucks were retailed, an increase of 39.8 percent over the year - ago 250,476 units. The alltime April high of 362,951 sales also was set in 1978.

If sales continue at the April rate for the final eight months of calendar 1984, the total could top the four-million mark for the second time and exceed the record 4,108,096 sales achieved in 1978. At the April pace, the total would approximate 4,135,-625 units.

Sales were up sharply in all three market segments in the first four months and in April.

• Through April, retailers sold 1,253,987 light trucks, an increase of 45.7 percent over last year's 860,610 units. Heavies were up 42.2 percent, 62,201 versus 43,733, and the mediums hit 17,608 units, 23.5 percent higher than the year-ago 14,262.

During the month, light-truck sales totaled 326,567 units, up 38.8 percent over the year-earlier 235,252. Heavies were up 64.8 percent to 18,814, compared with 11,415 a year ago. Mediums totaled 4,849, a gain of 27.3 percent over last year's 3,809.

Compact trucks of all types, domestic and imports, increased their share of the light-truck total for both April and the four-month period.

April sales of 140,427 compacts accounted for 43 percent of the light-truck total and were 70.9 percent higher than the year-earlier 82,159. In 1983, the downsized units took 34.9 percent of the light-truck count.

Through April, compact sales totaled 540,219 units and accounted for 43.1 percent of the light-truck total. They were 75.8 percent higher than the 307,301 units sold in the like period in 1983. Last year's four - month total accounted for 35.7 percent of the light-truck sales.

Domestic compacts increased their share of the small - truck market during the month and for the January-April period.

Dealers retailed 99,640 small trucks in April for 71 percent of the total, compared with 62.6 percent a year ago with 51,444 sales. April sales of the imports totaled 40,787 units, versus 30,-715 last year.

Through April, the 358,592 domestic compact sales accounted for 66.4 percent of the small-truck total, compared with 57.5 percent on 176,723 units in 1983. The import count was 181,627, up from the year - earlier 130,-578.

Chevrolet truck sales in April topped Ford for the first time this year, but Ford held the

Continued on Page 56, Col. 3

Two air suspensions introduced by Neway

ANAHEIM, Calif.—Two new air suspensions, one for on-highway truck drive axles, and the other for on-road trailers, were introduced by the Neway Division, Lear Siegler, Inc., at the International Trucking Show here.

Both suspensions—the ARD-238 drive-axle and the AR-90 trailer unit — are lighter in weight, lower in cost and have design features that reduce maintenance, according to John Conley, Neway sales/marketing vice president.

He said use of high-strength, low alloy steel keeps the suspension weight down to 680 pounds for the tandem unit and 340 pounds for the single, and the rigid trailing arm contributes to the suspension's strength and long life.

"Neway's patented Smart Nut provides a positive clampload that extends pivot bushing life," Conley said, "and the suspension also incorporates a rubber-bushed, single-pin axle connection which users say has logged more than 500,000 miles of trouble-free service.

"Compatible with disc brakes and automatic slack adjusters, the ARD-238 has a patented axle - alignment feature which allows for easier installation and simplifies field alignment if necessary," he added.

The tandem-axle suspension has a capacity of 38,000 pounds and the single-axle capacity is 20,000 pounds, and is available as a truck-factory-installed unit or through Neway distributors.

Conley said the AR-90 trailer suspension makes optimum use of the rigid trailing arm and a unique top-mount design to reduce weight without sacrificing stability or durability.

"The AR-90-14 has a 14-inch ride height and weighs 389 pounds, while the AR-90-17 weighs 443 pounds and has a 17-inch ride height," he said. "The suspension has a capacity of 22,500 pounds."

The trailer suspension also uses the Smart Nut, which Conley said "helps extend both pivot and axle connection busing life."

Both the rear-drive axle and trailer suspensions are warranted for 100,000 miles, and the rigid trailing arms for three years or 250,000 miles.

Rockwell extends axle exchange through April, '85

TROY, Mich. — Rockwell International's On-Highway Products Operations has extended its "Carrier (axle ratio) Exchange Program" through April, 1985, and will add six of the firm's more popular axles to the program.

The program now covers 10 axles. They are the H-172, H-173, L-172 and R-170 single rear axles, and the SL-100 SL-100P, SQ-100, SQ-100P, SQHP and SSHD tandem axles.

Rockwell said the exchange program allows truck dealers to quickly obtain a gear carrier that meets a customer's needs, so that the dealer can make a sale that might otherwise have been lost.

When faced with a right-truck, wrong-axle situation, a dealer calls Rockwell's Service Parts Distribution Center in Florence, Ky., and requests the carrier with the axle ratio specified by the customer.

The carrier is shipped FOB immediately to the dealer. The dealer replaces the existing carrier and returns it to the Florence facility within 30 days.

Causes shortage of emergency, recreational vehicles

Lack of Ford vans, cutaways hurts

By Arthur M. Flax
Assistant Truck Editor

Demand for Ford vans, and the cutaway chassis in particular, has caused a critical shortage among manufacturers of emergency and recreational vehicles.

The cutaway model, according to David Tarrant, Ford Division recreational vehicle sales manager, OEM, is in particularly short supply because Budd Co., which previously supplied Ford with dual wheel assemblies, dropped out of that business. Firestone Steel Products now is Ford's only supplier, he said.

Tarrant said production of cutaways has been cut from nine per hour to less than five.

Ambulance makers say the Ford cutaway is ideally suited to their industry because it is available with a more powerful engine and higher GVW rating than its competitors. Ford vans also are popular among ambulance builders.

Ford estimates the ambulance market at 4,500 units a year, 3,-000 of which are supplied by Ford.

• "It's been difficult to get a handle on the ambulance market," Tarrant said. "There are a lot of small builders scattered around. We've done a survey and found there are 25 active ambulance builders."

Normally, he added, Ford doesn't get involved with the smaller builders. They buy equipment directly from the dealer, he explained, while larger builders receive consignments based on past purchases and other factors.

Several weeks ago, however, Ford formed a special committee to give priority allocations to special cases — emergency vehicles and in several instances, vehicles for the handicapped.

In addition, Tarrant said Ford has plans to step up cutaway production in September, and again next January. By that time, Ford should be able to meet demand for its cutaways, he said.

Tarrant also predicted production of Ford's Aerostar minivan next year also would free up capacity for commercially used full-size vans.

"Production on all Econolines is 51 per hour," he said. "That's faster than we originally thought we could build them. We're running flat out."

• Tarrant admitted that Ford has experienced some spot component shortages, notably transmissions and rear ends.

Some ambulance manufactur-

Continued on Page 36, Col. 1

PRODUCTION OVERSEAS

JAPAN

Cars

	2 mos., 1984	2 mos., 1983
Daihatsu	24,735	26,311
Fuji	43,364	38,526
Honda	147,055	133,790
Isuzu	12,965	13,880
Mitsubishi	77,284	84,409
Nissan	312,103	282,768
Suzuki	23,064	14,914
Toyo Kogyo	126,310	140,018
Toyota	372,193	362,473
Total	1,139,073	1,097,089

Vans, trucks, buses

Daihatsu	58,922	50,692
Fuji	43,614	47,024
Hino	9,323	8,155
Honda	22,586	24,908
Isuzu	45,774	35,959
Mitsubishi	83,655	66,028
Nissan	103,330	97,329
Nissan Diesel	6,386	5,184
Suzuki	79,266	72,482
Toyo Kogyo	58,114	41,960
Toyota	154,602	142,075
Others	139	167
Total	665,771	591,963
Total vehicles	1,804,784	1,689,052

FRANCE

Cars

	2 mos., 1984	2 mos., 1983
Peugeot SA	210,259	235,292
Citroen	82,719	95,369
Peugeot	109,751	98,445
Talbot	17,789	41,478
Renault	268,386	258,478
Total	478,645	493,770

Vans, trucks, buses

CBM	7	15
Peugeot SA	18,612	18,088
Citroen	4,449	4,943
Peugeot	11,463	8,439
Talbot	2,700	4,706
Renault	41,228	28,349
Sovam	10	11
Unic	1,051	1,019
Total	60,908	47,482
Total vehicles	539,553	541,252

UNITED KINGDOM

Cars

	1 mo., 1984	1 mo., 1983
BL	38,894	34,002
Austin Rover	35,665	30,472
Jaguuar	2,473	2,343
Range Rover	756	1,187
Carbodies	157	146
Ford	28,738	26,542
Lotus	74	39
Reliant	12	8
Rolls-Royce	138	94
Talbot	10,361	9,385
TVR	25	10
Vauxhall	10,486	10,372
Others	78	52
Total	88,963	80,650

Vans, trucks, buses

Bedford	5,347	3,476
BL	6,656	7,801
Austin Rover	1,896	2,771
Land Rover Group	3,876	3,999
Leyland Vehicles	884	1,031
ERF	77	151
Foden	57	39
Ford	8,566	10,938
Hestair Dennis	95	64
Karrier	356	480
MCW	13	23
Reliant	25	
Seddon Atkinson	115	114
Others	22	57
Total	21,329	23,143
Total vehicles	110,292	103,793

BELGIUM

Cars

	12 mos., 1983	12 mos., 1982
Ford	213,357	190,686
General Motors	354,276	355,625
Renault	171,829	182,413
Volkswagen	97,220	91,837
Volvo	43,509	32,344
Total	880,191	852,905

Vans, trucks, buses

Ford	72,121	86,770
Van Hool	447	558
Volkswagen	23,375	32,605
Volvo	32,394	23,234
Total	128,337	143,167
Total vehicles	1,008,528	996,072

REGISTRATIONS OVERSEAS

WEST GERMANY

Cars

	2 mos., 1984	2 mos., 1983
Alfa Romeo	1,119	1,507
Austin Rover/ Land Rover	1,485	
Bertone	46	65
BL Cars		806
BMW	29,661	22,991
Daihatsu	979	925
Ferrari	52	
Fiat Auto	16,422	14,189
Ford	39,788	39,371
General Motors	70,669	65,863
Honda	5,434	4,842
Isuzu	351	
Jaguar	224	
Lada	1,556	1,161
Mazda	9,881	5,144
Mercedes-Benz	42,092	38,079
Mitsubishi	6,202	4,729
Nissan	8,923	5,977
Peugeot SA	16,005	12,067
Citroen	6,487	6,038
Peugeot/Talbot	9,518	6,029
Pininfarina	40	36
Porsche	2,289	1,924
Renault	13,779	14,233
Saab	692	606
Seat	862	
Skoda	354	203
Subaru	1,382	1,165
Suzuki	2,381	1,732
Toyota	7,192	6,749
VW-Audi Group	110,145	92,196
Audi	21,486	23,621
Volkswagen	88,659	68,575
Volvo	2,552	2,135
Others	155	213
Total	393,385	338,908

WEST GERMANY

Cars

	3 mos., 1984	3 mos., 1983
Alfa Romeo	3,421	3,120
Austin Rover	2,278	1,300
Bertone	107	180
Daihatsu	1,658	1,533
Ferrari	81	
Fiat Auto	31,241	26,875
Ford	76,993	84,147
General Motors	122,319	127,285
Honda	10,300	8,872
Isuzu	627	
Jaguar	401	142
Mazda	17,764	11,944
Mercedes-Benz	68,083	66,446
Mitsubishi	11,305	10,021
Lada	2,551	2,097
Nissan	15,917	11,503
Peugeot SA	29,228	23,767
Citroen	11,377	11,248
Peugeot/Talbot	17,851	12,519
Pininfarina	93	122
Porsche	3,728	3,516
Renault	25,093	23,801
Saab	1,158	1,061
Seat	1,135	
Skoda	600	391
Subaru	1,824	1,609
Suzuki	3,700	3,156
Toyota	12,890	13,814
VW-Audi Group	189,148	182,009
Audi	40,350	47,861
Volkswagen	148,798	134,148
Volvo	4,344	4,284
Others	266	443
Total	687,836	656,021

ITALY

Cars

	3 mos., 1984	3 mos., 1983
Alfa Romeo	37,412	26,886
BL	6,327	8,591
BMW	8,778	7,412
Fiat Auto	263,299	237,687
Fiat	221,732	199,936
Lancia-Autobianchi	41,567	37,751
Ford	18,389	22,036
General Motors	18,101	15,914
Innocenti	6,257	3,761
Mercedes-Benz	3,922	3,314
Peugeot SA	33,649	32,020
Citroen	18,987	18,513
Peugeot/Talbot	14,662	13,507
Renault	48,072	49,439
VW-Audi Group	23,285	28,340
Audi-Porsche	5,004	7,269
Volkswagen	18,281	21,071
Volvo	6,061	5,707
Total	482,046	445,185

UNITED KINGDOM

Cars

	2 mos., 1984	2 mos., 1983
Alfa Romeo	799	1,297
BL	56,407	54,219
Austin Rover	54,235	52,297
Jaguar	1,447	1,319
Range Rover	725	603
BMW	5,368	3,780
Daihatsu	905	797
Fiat Auto	9,989	7,677
Ford	88,367	98,306
FSO	666	602
General Motors	67,281	44,616
Honda	2,001	2,316
Hyundai	404	459
Lada	2,209	2,938
Lotus	101	93
Mazda	2,771	2,178
Mercedes-Benz	3,315	3,160
Mitsubishi	2,088	1,575
Nissan	12,693	11,402
Panther	38	1
Peugeot SA	18,700	19,262
Citroen	5,067	4,640
Peugeot/Talbot	13,633	14,622
Reliant	29	13
Renault	11,863	11,534
Rolls-Royce	150	174
Saab	1,574	1,708
Skoda	1,879	1,571
Subaru	395	380
Suzuki	597	517
Toyota	4,070	3,900
VW-Audi Group	17,126	20,714
Volvo	11,942	11,459
Zastava	856	647
Others	1,088	907
Total	325,671	308,202

UNITED KINGDOM

Cars

	3 mos., 1984	3 mos., 1983
Alfa Romeo	1,293	1,891
BL Cars	93,270	90,725
Austin Rover	90,203	87,894
Jaguar	2,153	2,009
Range Rover	914	822
BMW	7,920	7,271
Daihatsu	1,461	1,284
Fiat Auto	14,493	12,756
Ford	136,483	159,638
FSO	1,080	1,026
General Motors	94,994	68,201
Honda	3,957	3,827
Hyundai	717	775
Lada	3,675	5,155
Lotus	143	131
Mazda	4,583	3,850
Mercedes-Benz	4,947	4,361
Mitsubishi	3,071	2,424
Nissan	20,838	19,662
Panther	61	2
Peugeot SA	28,923	32,702
Citroen	8,736	8,123
Peugeot/Talbot	20,187	24,579
Reliant	35	21
Renault	18,780	18,680
Rolls-Royce	182	226
Saab	2,603	2,679
Skoda	3,008	2,538
Subaru	607	670
Suzuki	953	998
Toyota	6,744	6,819
VW-Audi Group	28,425	31,058
Volvo	16,666	18,979
Zastava	1,353	942
Others	1,596	1,384
Total	502,861	500,675

AUSTRIA

Cars

	3 mos., 1984	3 mos., 1983
Alfa Romeo	726	593
BL	65	110
BMW	2,684	2,339
Daihatsu	199	217
Fiat Auto	4,338	2,712
Ford	5,871	4,886
General Motors	7,768	8,322
Honda	1,171	849
Lada	338	410
Mazda	5,430	5,954
Mercedes-Benz	1,843	1,818
Mitsubishi	1,003	1,175
Nissan	2,574	3,877
Peugeot SA	4,124	3,814
Citroen	1,852	1,611
Peugeot/Talbot	2,272	2,203
Porsche	184	133
Renault	2,800	2,587
Saab	106	106
Seat	298	
Skoda	165	225
Subaru	570	971
Suzuki	275	206
Toyota	2,518	2,857
VW-Audi Group	10,983	11,869
Audi	2,070	2,914
Volkswagen	8,913	8,955
Volvo	974	930
Others	30	35
Total	56,929	56,995

SWEDEN

Cars

	3 mos., 1984	3 mos., 1983
Alfa Romeo	252	112
BMW	978	881
Daihatsu	229	150
Fiat Auto	1,636	970
Ford	5,521	5,258
General Motors	5,572	4,598
Honda	864	707
Lada	372	388
Mazda	2,653	2,574
Mercedes-Benz	1,212	958
Mitsubishi	282	387
Nissan	1,307	1,279
Peugeot SA	1,901	1,480
Citroen	892	663
Peugeot/Talbot	1,009	817
Porsche	59	34
Renault	416	437
Saab	8,322	7,526
Skoda	80	90
Subaru	221	134
Suzuki	1	
Toyota	2,138	2,109
VW-Audi Group	6,833	4,711
Audi	1,739	860
Volkswagen	5,094	3,851
Volvo	16,739	15,347
Total	57,591	50,136

JAPAN

Cars

	2 mos., 1984	2 mos., 1983
Daihatsu	15,126	12,592
Fuji	10,812	8,636
Honda	33,141	35,124
Isuzu	5,788	7,288
Mitsubishi	23,435	21,178
Nissan	103,000	106,534
Suzuki	11,669	12,919
Toyo Kogyo	30,599	34,918
Toyota	164,187	150,849
Imports (all)	5,222	4,437
Tota	402,988	394,475

Vans, trucks, buses

Daihatsu	38,924	34,045
Fuji	28,604	25,448
Hino	5,893	5,038
Honda	23,142	23,064
Isuzu	17,601	16,333
Mitsubishi	41,521	40,689
Nissan	38,259	38,246
Nissan Diesel	2,851	2,521
Suzuki	52,652	51,200
Toyo Kogyo	23,711	21,741
Toyota	47,759	50,470
Total	320,917	308,995
Total vehicles	723,905	703,470

FRANCE

Cars

	12 mos., 1983	12 mos., 1982
Alfa Romeo	27,888	31,761
Aro	804	0
BL	30,651	32,663
BMW	33,127	33,467
Ferrari	131	140
Fiat Auto	102,840	101,212
Ford	143,521	132,815
FSO	2,024	1,883
General Motors	77,312	51,823
Honda	8,227	9,143
Innocenti	2,190	838
Lada	25,031	24,185
Mazda	13,632	15,383
Mercedes-Benz	18,843	17,853
Mitsubishi	3,860	4,032
Nissan	16,001	17,726
Peugeot SA	649,975	621,979
Citroen	259,028	248,975
Peugeot	301,162	261,394
Talbot	89,785	111,610
Porsche	1,612	1,538
Renault	708,713	804,968
Saab	806	333
Seat	2,366	0
Skoda	5,272	3,845
Toyota	12,851	13,515
VW-Audi Group	115,476	124,410
Audi	24,617	23,725
Volkswagen	90,859	100,685
Volvo	13,956	10,897
Zastava	1,793	759
Others	75	118
Total	2,017,617	2,056,490

FRANCE

Cars

	1 mo., 1984	1 mo., 1983
Alfa Romeo	1,816	2,591
BL	2,537	2,070
BMW	2,893	2,415
Ferrari	6	12
Fiat Auto	7,701	6,713
Ford	10,651	13,330
General Motors	5,876	5,797
Honda	278	708
Innocenti	104	112
Lada	1,725	1,618
Mazda	546	1,505
Mercedes-Benz	1,674	1,591
Mitsubishi	244	453
Nissan	888	1,427
Peugeot SA	44,564	47,510
Citroen	19,486	19,746
Peugeot	22,201	19,139
Talbot	2,877	8,625
Polski	142	118
Porsche	128	171
Renault	42,289	47,721
Saab	95	56
Seat	632	
Skoda	290	280
Toyota	540	941
VW-Audi Group	8,166	10,766
Audi	2,420	2,475
Volkswagen	5,746	8,291
Volvo	1,282	915
Zastava	97	186
Others	134	22
Total	135,118	148,979

IRELAND

Cars

	12 mos., 1983	12 mos., 1982
Alfa Romeo	288	389
Aston Martin	20	25
BL	3,110	2,908
BMW	365	644
Daihatsu	6	17
Fiat Auto	5,271	6,655
Ford	12,696	16,478
General Motors	7,448	8,005
Honda	2	2
Lotus	26	13
Mazda	1,610	1,804
Mercedes-Benz	292	497
Morgan	11	10
Nissan	6,552	7,456
Peugeot SA	2,577	2,869
Citroen	347	335
Peugeot/Talbot	2,230	2,534
Porsche	11	18
Reliant	15	7
Renault	5,235	7,558
Saab	164	154
Skoda	2	1
Toyota	9,625	10,698
VW-Audi Group	2,631	4,794
Audi	490	599
Volkswagen	2,141	4,195
Volvo	871	1,050
Others	277	340
Total	59,132	72,400

FINLAND

Cars

	12 mos., 1983	12 mos., 1982
Alfa Romeo	32	63
BL	293	85
BMW	2,389	2,520
Chrysler	31	66
Daihatsu	764	535
Fiat Auto	6,127	7,109
Ford	9,835	12,450
FSO	303	354
General Motors	9,578	10,860
Honda	4,055	3,599
Lada	9,791	11,200
Mazda	7,859	6,557
Mercedes-Benz	2,871	3,103
Mitsubishi	4,384	4,084
Nissan	15,642	18,604
Peugeot SA	8,103	9,588
Citroen	952	906
Peugeot/Talbot	7,151	8,682
Renault	819	985
Saab	6,415	6,751
Skoda	2,863	3,638
Subaru	184	11
Suzuki	2,328	831
Toyota	12,742	11,208
VW-Audi Group	5,573	6,380
Audi	1,332	1,156
Volkswagen	4,241	5,224
Volvo	5,754	6,076
Wartburg	666	1,275
Others	39	85
Total	119,440	128,017